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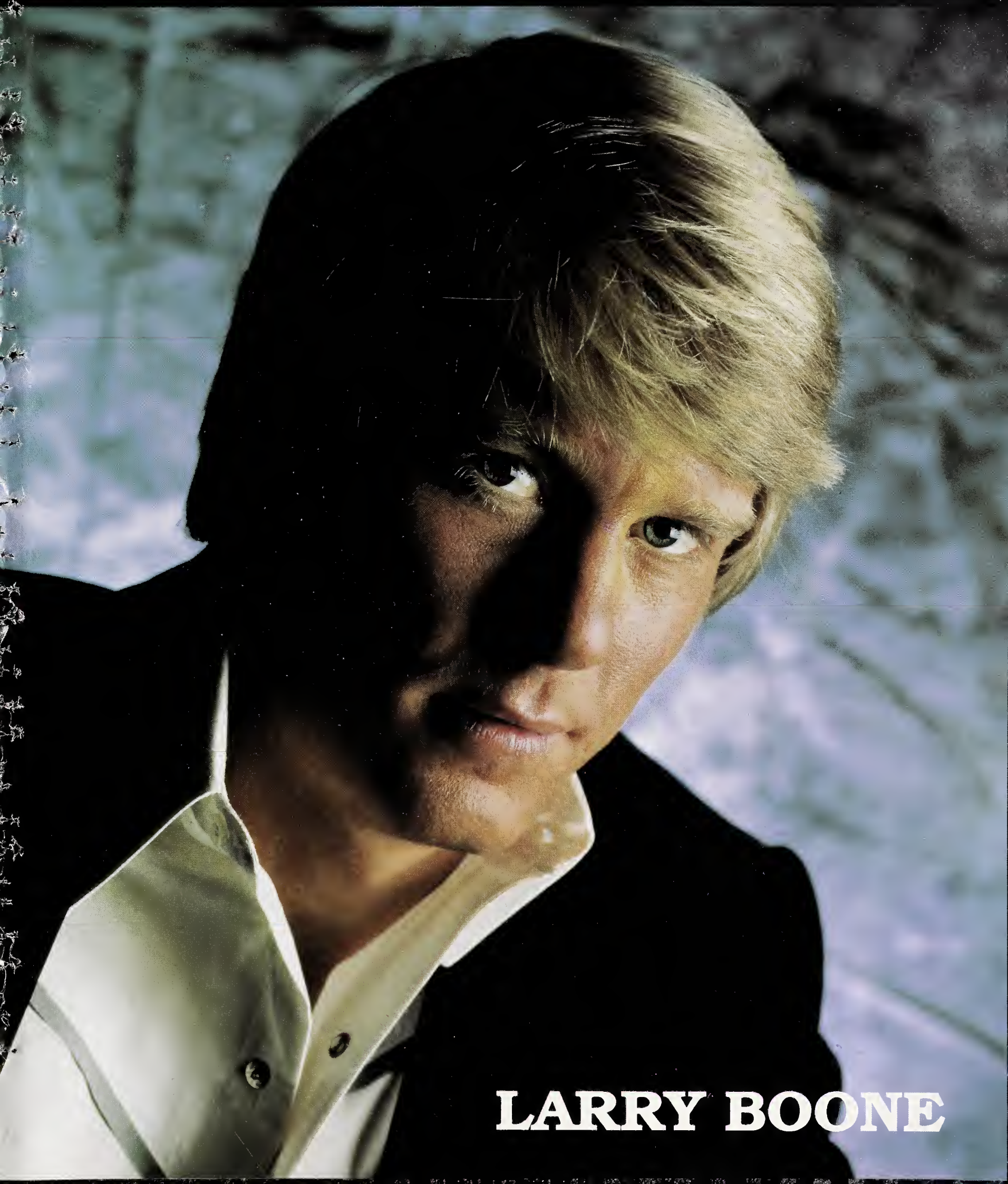

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VOLUME LI - NUMBER 38, March 26, 1988

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NARM 1988

A VERY SPECIAL PRESENTATION – Gil Friesen (left), President of A&M Records, presented a check for $5 million to Sargent Shriver and his wife, Eunice Kennedy Shriver, on behalf of Special Olympics International during the recent NARM Scholarship Foundation Dinner, part of the 30th Annual NARM Convention in Los Angeles. The money was raised through sales of A&M's all-star holiday LP, A Very Special Christmas. *Also present was 1987-88 NARM President Russ Solomon (right).*

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TOP POP DEBUTS

SINGLES

76

ALWAYS ON MY MIND
Pet Shop Boys – EMI/Manhattan

ALBUMS

52

GOIN' OFF
Biz Markie – Cold Chillin'
Warner Bros.

#1
POP SINGLE
MAN IN THE MIRROR
Michael Jackson
Epic

#1
B/C SINGLE
MAN IN THE MIRROR
Michael Jackson
Epic

#1
COUNTRY SINGLE
TURN IT LOOSE
The Judds
RCA/Curb

#1
JAZZ ALBUM
DIANE REEVES
Diane Reeves
Blue Note

#1
COMPACT DISC
DIRTY DANCING
Original Motion Picture Soundtrack
RCA

#1
POP ALBUM
DIRTY DANCING
Original Motion Picture Soundtrack
RCA

#1
B/C ALBUM
MAKE IT LAST
Keith Sweat
Elektra

#1
COUNTRY ALBUM
ALWAYS AND FOR EVER
Randy Travis
Warner Bros.

#1
12" SINGLE
GIRL FRIEND
Pebbles
MCA

WINNER'S CIRCLE

ONE GOOD REASON
Paul Carrack
Chrysalis

Cash Box research from both radio and retail activity indicates the following record exhibits Top Ten potential.

CASH BOX TOP 100 SINGLES

THE CASH BOX TOP 100 SINGLES CHART IS BASED ON A COMBINATION OF RADIO AIRPLAY AND ACTUAL PIECES SOLD AT RETAIL STORES.

			Last Week	Total Weeks
1	*MAN IN THE MIRROR* (Epic 34-07668)	Michael Jackson	4	8
2	*NEVER GONNA GIVE YOU UP* (RCA 5347-7-RAA)	Rick Astley	1	15
3	*FATHER FIGURE* (Columbia 38-07682)	George Michael	2	11
4	*ENDLESS SUMMER NIGHTS* (EMI/Manhattan B-50113)	Richard Marx	5	10
5	*OUT OF THE BLUE* (Atlantic 7-89129)	Debbie Gibson	6	9
6	*GET OUTTA MY DREAMS, GET INTO MY CAR* (Jive/Arista 9678)	Billy Ocean	7	7
7	*I GET WEAK* (MCA 53242)	Belinda Carlisle	3	11
8	*I WANT HER* (Vintertainment/Elektra 7-69431)	Keith Sweat	9	10
9	*JUST LIKE PARADISE* (Warner Bros. 7-28119)	David Lee Roth	8	11
10	*ROCKET 2 U* (MCA MCA-53254)	The Jets	12	10
11	*HYSTERIA* (Mercury/PolyGram 870 004-7)	Def Leppard	13	10
12	*(SITTIN' ON) THE DOCK OF THE BAY* (Columbia 38-07680)	Michael Bolton	14	10
13	*DEVIL INSIDE* (Atlantic 7-89144)	INXS	16	7
14	*WHERE DO BROKEN HEARTS GO* (Arista AS1-9674)	Whitney Houston	18	5
15	*GIRLFRIEND* (MCA MCA-53185)	Pebbles	19	8
16	*WISHING WELL* (Columbia 38-07675)	Terence Trent D'Arby	21	11
17	*SOME KIND OF LOVER* (MCA MCA-53235)	Jody Watley	22	8
18	*SHE'S LIKE THE WIND* (RCA 5363-7-RAA)	Patrick Swayze	11	15
19	*I FOUND SOMEONE* (Geffen/Warner Bros. 7-28191)	Cher	17	19
20	*WHAT HAVE I DONE TO DESERVE THIS* (EMI/Manhattan B 50107)	Pet Shop Boys & Dusty Springfield	10	16
21	*CAN'T STAY AWAY FROM YOU* (Epic 34-07641)	Gloria Estefan and Miami Sound Machine	15	19
22	*BE STILL MY BEATING HEART* (A&M AM-2992)	Sting	20	11
23	*ANGEL* (Geffen 7-28249)	Aerosmith	26	9
24	*I SAW HIM STANDING THERE* (MCA MCA-53285)	Tiffany	27	5
25	*LOVE OVERBOARD* (MCA MCA-53210)	Gladys Knight & The Pips	23	14
26	*CHECK IT OUT* (Mercury/PolyGram 870 126-7)	John Cougar Mellencamp	29	8
27	*PROVE YOUR LOVE* (Arista AS1 9676)	Taylor Dayne	34	6
28	*ROCK OF LIFE* (RCA 6853-7-RAA)	Rick Springfield	28	8
29	*PINK CADILLAC* (EMI-Manhattan B-50117)	Natalie Cole	41	4
30	*YOU DON'T KNOW* (Virgin 7-99405)	Scarlett & Black	33	9
31	*PUMP UP THE VOLUME* (4th & B'Way/Island 7452)	M/A/R/R/S	25	18
32	*ELECTRIC BLUE* (Chrysalis VS4 43201)	Icehouse	38	7
33	*ONE STEP UP* (Columbia 38-07726)	Bruce Springsteen	40	5
34	*NEVER KNEW LOVE LIKE THIS* (Tabu/CBS ZS4 07646)	Alexander O'Neal featuring Cherrelle	37	9
35	*HUNGRY EYES* (RCA 5315-7-RAA)	Eric Carmen	30	21
36	*WHEN WE WAS FAB* (Dark Horse/Warner Bros. 7-28131)	George Harrison	36	8
37	*COULD'VE BEEN* (MCA 53231)	Tiffany	24	18
38	*ANYTHING FOR YOU* (Epic 34-07759)	Gloria Estefan and Miami Sound Machine	58	3
39	*WHAT A WONDERFUL WORLD* (A & M AM 3010)	Louis Armstrong	39	5
40	*PUSH IT* (Next Plateau 315)	Salt -N- Pepa	31	18
41	*DON'T SHED A TEAR* (Chrysalis VS4 43164)	Paul Carrack	35	20
42	*PAMELA* (Columbia 38 07715)	Toto	46	6
43	*I WISH I HAD A GIRL* (CBS Associated/CBS ZS4 07720)	Henry Lee Summer	47	7
44	*GOING BACK TO CALI* (From Less Than Zero) (Def Jam/Columbia 38 07679)	L.L. Cool J	48	5
45	*FISHNET* (Warner Bros. 7-28201)	Morris Day	49	6
46	*PIANO IN THE DARK* (A & M AM3003)	Brenda Russell	50	7
47	*NAUGHTY GIRLS (NEED LOVE TOO)* (Jive 1089-7-J)	Samantha Fox	53	5
48	*SEASONS CHANGE* (Arista AS1-9640)	Expose	32	18
49	*KISS AND TELL* (Reprise 7-28117-A)	Bryan Ferry	56	5
50	*TWO OCCASIONS* (Solar/Capitol 70015)	The Deele	54	4
51	*WAIT* (Atlantic 7-89126)	White Lion	59	5
52	*ARE YOU SURE* (EMI-Manhattan 50109)	So	57	5
53	*SHATTERED DREAMS* (Virgin 7-99383)	Johnny Hates Jazz	70	2
54	*DREAMING* (Virgin/A & M AM 3002)	Orchestral Manoeuvres In The Dark	62	3
55	*I WANT YOU SO BAD* (Capitol B-44116)	Heart	55	5
56	*I DON'T WANT TO LIVE WITHOUT YOU* (Atlantic 7-89101)	Foreigner	76	2
57	*NEED YOU TONIGHT* (Atlantic 7-89188)	INXS	42	23
58	*BECAUSE OF YOU* (Fever/Sutra 1914)	The Cover Girls	43	16
59	*TALKING BACK TO THE NIGHT* (Island/Warner Bros. 7-28122)	Steve Winwood	60	7
60	*SAY IT AGAIN* (Arista AS1-9636)	Jermaine Stewart	83	2
61	*SAY YOU WILL* (Atlantic 7-89169)	Foreigner	44	17
62	*HAZY SHADE OF WINTER* (From Less Than Zero) (Def Jam/Columbia 38-07630)	The Bangles	46	13
63	*YES* (RCA 6989-7-RAA)	Merry Clayton	71	4
64	*GIVE ME ALL YOUR LOVE* (Geffen 7-28103)	Whitesnake	61	6
65	*THE WAY YOU MAKE ME FEEL* (Epic 34-07645)	Michael Jackson	52	19
66	*I WANT TO BE YOUR MAN* (Reprise/Warner Bros. 7-28229)	Roger	45	19
67	*STRANGE BUT TRUE* (Reprise 7-27998-A)	Times Two	74	3
68	*ONE GOOD REASON* (Chrysalis VS4 43204)	Paul Carrack	85	2
69	*EVERYWHERE* (Warner Bros. 7-28143)	Fleetwood Mac	63	18
70	*I WANT TO BE YOUR PROPERTY* (MCA MCA-53262)	Blue Mercedes	72	4
71	*TUNNEL OF LOVE* (Columbia 38-07663)	Bruce Springsteen	64	17
72	*I LIVE FOR YOUR LOVE* (EMI-Manhattan 50094)	Natalie Cole	66	21
73	*LOVE IN THE FIRST DEGREE* (London/PolyGram 886 255-7)	Bananarama	77	3
74	*POP GOES THE WORLD* (Mercury 888 859-7)	Men Without Hats	65	23
75	*DON'T MAKE A FOOL OF YOURSELF* (Atlantic 7-89135)	Stacey Q	75	5
76	*ALWAYS ON MY MIND* (EMI-Manhattan PB 50123)	Pet Shop Boys	DEBUT	
77	*MY GIRL* (Capitol B-44124)	Suave	89	2
78	*SAMANTHA (WHAT YOU GONNA DO?)* (CBS ZS407731)	Cellarful Of Noise	79	4
79	*SAVIN' MYSELF* (Critique/Atlantic 7-99356)	Eria Fachin	80	4
80	*PLAY THAT FUNKY MUSIC* (Scotti Brothers/CBS ZS407724)	Roxanne	88	2
81	*RITUAL* (Mercury/PolyGram 870 183-7)	Dan Reed Network	86	2
82	*HOT HOT HOT!!!* (Elektra 7-69424)	The Cure	87	2
83	*TWILIGHT WORLD* (Mercury 888 484-7)	Swing Out Sister	68	14
84	*EVER SINCE THE WORLD BEGAN* (Atlantic 7-89138)	Tommy Shaw	78	6
85	*MAGIC CARPET RIDE* (Synthicide/Enigma B-75016)	Bardeux	81	6
86	*THINKING OF YOU* (Columbia 38-07695)	Earth, Wind & Fire	73	8
87	*GOT MY MIND SET ON YOU* (Dark Horse/Warner Bros. 7-28178-A)	George Harrison	67	23
88	*TELL IT TO MY HEART* (Arista AS1-9612)	Taylor Dayne	69	24
89	*BREAKAWAY* (A & M AM-3014)	Big Pig	DEBUT	
90	*ALL RIGHT NOW* (Polydor/PolyGram 887 277-7)	Pepsi & Shirlie	82	6
91	*CANDLE IN THE WIND* (MCA MCA-53196)	Elton John	84	21
92	*NEVER THOUGHT (THAT I COULD LOVE)* (Columbia 38-07618)	Dan Hill	91	15
93	*SAVE YOUR LOVE* (Capitol B-44104)	Great White	92	9
94	*NEVER CAN SAY GOODBYE* (MCA MCA-53224)	The Communards	90	5
95	*DON'T LOOK ANY FURTHER* (Capitol B-44115)	The Kane Gang	94	7
96	*SO EMOTIONAL* (Arista AS1-9642)	Whitney Houston	95	22
97	*LIVE MY LIFE* (Virgin 7-99390)	Boy George	96	11
98	*WINTER GAMES* (Atlantic 7-89140)	David Foster	97	8
99	*FAITH* (Columbia 38-07623)	George Michael	98	23
100	*I COULD NEVER TAKE THE PLACE OF YOUR MAN* (Paisley Park/Warner Bros. 7-28288)	Prince	93	20

NARM 1988

A STAR IS SWORN – Barbra Streisand is pictured after receiving the NARM Presidential Award for sustained creative achievement from 1987-88 NARM President Russ Solomon (far left) during the Opening Business Session of the 30th Annual NARM Convention in Los Angeles. Streisand was recognized for her contributions to the recording industry over the past 25 years. Also pictured are CBS Records execs Walter Yetnikoff and Al Teller (far right).

CBS's Al Teller Delivers NARM Keynote

LOS ANGELES – CBS President Al Teller delivered the keynote speech Saturday morning March 12, 1988 at the NARM convention at the Century Plaza Hotel. He began by describing the progress of the record industry from 1958 to 1988, from the 78 to the CD. Then Teller addressed the issue of CD price reductions demanded by some calling it "a dangerous step", claiming that it would seriously reduce money available for new artists signings. "Did you know that over one-third of the albums on the pop chart right now are by artists who debuted within the past year? ...45% in the case of the black album charts?" Teller then announced that beginning in April that CBS labels will initiate variable pricing for new releases, with black, country jazz and mid-range pop at $14.98 list. New and developing artists will be released at $12.98. The current frontline pricing would stand for superstar artists only.

Teller reaffirmed the label's commitment to LP's and singles, and announced that CBS Records would enter the cassette single markets at $2.49 retail. A 3 inch CD single will be sold for &3.49.

Teller concluded by lamenting the direction of AOR radio, saying, "AOR has largely become COR - catalog oriented radio. Much of it, the Classic Rock stations, have chosen to chase the yuppie generation to its grave." He encouraged support of college and alternative radio. And he encouraged retailers to take a more imaginative approach to their stores. "...imagine them as musical hotbeds, places to dazzle and delight the music buyer. Imagine them staffed by musical missionaries, eager to spread the word about new artists and new music. Imagine them as magnets for music lovers anxious to be turned on by your merchandising skills."

NARM Merchandiser Of The Year Awards

LOS ANGELES–At the NARM March 14th Awards Banquet, Peter Jones, vice president of sales for BMG Distribution and chairman of NARM's Manufacturers Advisory Committee, announced the winners of the three awards given for Merchandiser of the Year. The first category is for Small Retailer (15 stores or less), second Large Retailer, and last Wholesaler. Criteria for bestowing the award for retailers included artist development and awareness of new product, commitment to stocking all product lines, cooperation with merchandiser programs and contests, and fiscal responsibility. Criteria for Wholesaler of the Year include good communication and cooperation with all levels, maximization of best sellers and key catalog, etc.

The winners were:

Best Small Retailer: J&R Music World,, New York, NY (Rachelle Friedman)

Best Large Retailer: The Musicland Group (Jack Eugster)

Best Wholesaler; Valley Record Distributors (Barney Cohen)

NARM Best-Seller Awards

LOS ANGELES – On Monday evening, March 14, the 30th Annual NARM Convention concluded with the presentation of the 1987 Best-Seller Awards. Harry Anger, Senior Vice President of Marketing for PolyGram Records, served as Master of Ceremonies, and RCA recording act Bruce Hornsby And The Range provided musical entertainment.

The NARM Best-Seller Awards represent the only recognition given by the industry of actual over-the-counter sales to the consumer of pre-recorded product - records, tapes and compact discs - during calendar year 1987. Ballots were sent to all Regular Members of the Association: retailers, rack jobbers and one stops. Each member company received one vote, and write in votes were available in all categories.

The "Best-Selling" winners in each category were:

SINGLE (7"):
"I Want Your Sex" – George Michael (Columbia)

SINGLE (12"):
"Walk Like An Egyptian" – The Bangles (Columbia)

MOVIE OR TV SOUNDTRACK ALBUM:
Dirty Dancing (RCA)

ORIGINAL CAST ALBUM:
Les Miserables (Geffen)

ALBUM MERCHANDISED AS CLASSICAL MUSIC:
Horowitz In Moscow (Deutsche Grammophone)

GOSPEL/SPIRITUAL ALBUM:
To Hell With The Devil – Stryper (Enigma)

CHILDREN'S PRODUCT:
Everything Grows – Raffi (Shoreline)

VIDEOCASSETTE MERCHANDISED AS MUSIC VIDEO:
Slippery When Wet – Bon Jovi (PolyGram Video)

FOREIGN LANGUAGE ALBUM:
Canciones de mi Padre – Linda Ronstadt (Asylum)

JAZZ ALBUM:
Duotones – Kenny G (Arista)

COMEDY ALBUM:
The World According To... – Jackie Mason (Warner Bros.)

ALBUM BY A NEW ARTIST (three awards):
Licensed To Ill – Beastie Boys (Def Jam/CBS)
Duotones – Kenny G (Arista)
Tiffany – Tiffany (MCA)

COUNTRY ALBUM BY A MALE ARTIST:
Always & Forever – Randy Travis (Warner Bros.)

COUNTRY ALBUM BY A FEMALE ARTIST:
Greatest Hits – Reba McEntire (MCA)

COUNTRY ALBUM BY A GROUP:
Trio – Dolly Parton, Linda Ronstadt, Emmylou Harris (Warner Bros.)

BLACK MUSIC ALBUM BY A MALE ARTIST:
Bad – Michael Jackson (Epic)

BLACK MUSIC ALBUM BY A FEMALE ARTIST:
Whitney – Whitney Houston (Arista)

BLACK MUSIC ALBUM BY A GROUP:
Licensed To Ill – Beastie Boys (Def Jam/CBS)

ALBUM BY A MALE ARTIST:
Bad – Michael Jackson (Epic)

ALBUM BY A FEMALE ARTIST:
Whitney – Whitney Houston (Arista)

ALBUM BY A GROUP:
The Joshua Tree – U2 (Island)

ALBUM OF THE YEAR:
The Joshua Tree – U2 (Island)

NARM 1988 Scholarship Recipients

LOS ANGELES–20 scholarships were awarded at the March 12th NARM banquet at the Century Plaza Hotel. The recipients were chosen from a field of 125 applicants, and were judged on the basis of academic achievement, financial need and future potential by the NARM Scholarship Committee. The Scholarships help to further their educations.

Since the inception of the NARM Scholarship Foundation in 1966, NARM has granted 290 scholarships representing over 1.7 million in financial assistance. Contributions come to the foundation through participating companies and may be

(Continued on page 6)

STEWART SOLIDIFIES ALLEGIANCE WITH NARM NOTABLES – Allegiance Records recording artist Scott Stewart is pictured during the recent 30th Annual NARM Convention in Los Angeles. Pictured (l to r): Stewart; George Albert, Cash Box *President and Publisher; Edna Albert; and Russ Solomon, NARM's 1987-88 President.*

Menon Rejoins Thorn EMI

LOS ANGELES – Sir Graham Wilkins, Chairman of Thorn EMI plc, announced recently that Mr. Bhaskar Menon has agreed to join the company's Board of Directors, with immediate effect.

Menon, who remains Chairman and Chief Executive of EMI Music Worldwide, was appointed a Director of EMI Limited in 1973 and joined the Thorn EMI Board in 1979 when Thorn and EMI merged. In view of his extensive international commitments, Menon resigned from the Board at his own request in 1982 and accepted an invitation from the Directors to become an Associate Director of the company and a member of its Executive Committee.

Bhaskar Menon

Sir Graham Wilkins commented: "I and his other colleagues on the board have highly valued the wisdom of Bhaskar Menon's contributions as an Associate Director to our deliberations and are pleased that he is to rejoin the board as a full member.

Maxwell Joins Schwartz Brothers

LOS ANGELES – It was announced recently that Mr. Larry Maxwell has come to Schwartz Brothers as Director of Record Promotion. Maxwell comes to Schwartz Brothers with over 30 years of record and artist promotion experience to his credit, including successful service at Atlantic, Motown, United Artists and Casablanca Records. Maxwell will have full responsibility for the coordination of Schwartz Brothers record promotion staff in all regions.

NARM *(Continued from page 5)*

used for deserving employees or their children or spouses. Donors may name the scholarship in recognition of a company or to honor or memorialize a company executive, recording artist, industry member, relative or friend. A contribution of $6000 creates a NARM Scholarship. A Contribution of $20,000 creates a Platinum Endowment Fund. Contributions are invested in interest earning accounts for four years, and extra income is thus generated for the fund.

The winners were:

Gregory Baise, Harmony House, Troy, MI (Capitol Industries Scholarship)

Stacie Banks, NARM National Office, Marlton, NJ (David L. Miller Memorial Scholarship)

(Continued on page 7)

TICKERTAPE

NEW YORK – ASCAP will present a musical tribute to the late composer Frederick Loewe March 28 at 1:00 p.m. at Broadway's Shubert Theatre. Loewe, who died in February, will be celebrated, in songs and words, by Julie Andrews, Richard Harris, Louis Jordan, Robert Goulet, Agnes De Mille, Kitty Carlisle Hart, Skitch Henderson and Herman Levin. Loewe and his partner, Alan Jay Lerner, wrote *My Fair Lady, Camelot, Gigi* and *Brigadoon*. The tribute is free and open to the public...Capitol/EMI-Manhattan/Angel will hold its first convention in 11 years, April 27-May 1 at L.A.'s Registry Hotel; the theme of the event is "Breaking Sound Barriers"..."Reno's: A Reunion For AIDS" will be five nights of benefit concerts at N.Y.'s Bottom Line, April 7-11, to support local AIDS support programs through the Reno's Foundation. Peter Allen, Janis Ian, Barbara Cook, Marvin Hamlisch, Karen Akers, Sally Kellerman, Jimmy Webb, and many others will take part; call (212) 228-6300 for details...Yamaha has opened the Yamaha Communication Center Showroom in N.Y.'s Metropolitan Tower, 142 W. 57th St...Registration is now open for the New Music Seminar, slated for July 16-20 at N.Y.'s Marriott Marquis Hotel; call (212) 473-4343 for info...Westbury, Long Island's Kahn Communications Inc. has three patents pending for new technology to add an audio signal to DATs that can only be decoded with the proper equipment, a system they're claiming is better than the CBS-developed "Copycode" scanner that was recently knocked-down by the Naional Bureau of Standards...LaserDisc Corp. of America will relocate from Montvale, NJ to Long Beach, CA this September...The RIAA has published two new pamphlets: *Inside the Recording Industry: An Introduction to America's Music Business* and *A Statistical Overview - Update '87*...The 22nd annual convention of the Assoc. for Recorded Sound Collections will take place May 26-28 in Toronto; program information is available from Carlos B. Hagen at (213) 457-3131.

EXECUTIVES ON THE MOVE

Hock Chan Biniaz Surdi

Hock to Rock – Randy Hock has been promoted to vice president, Rock Promotion for MCA Records, it was announced today by MCA executive vp Richard Palmese. Formerly director, national album promotion for MCA Records, Hock will continue to be based in the MCA New York Office and report to Steve Meyer.

Chan Promoted – Mavis Chan has been promoted to national marketing manager, MCA Records, it was announced today by Lou Mann, MCA Records vp of Marketing. Formerly national marketing coordinator, Chan will be responsible for developing and implementing street-oriented advertising campaigns for coordination with the regional marketing specialists around the country.

Biniaz Appointed – Marc Bension, president of MCA Concerts, announced today that Robert Biniaz has been appointed executive vice president of MCA Concerts. Biniaz will be responsible for overseeing all aspects of the company's operations, including the Universal Amphitheatre in Los Angeles, Fiddler's Green in Denver, the Lakewood Amphitheatre in Atlanta as well as other soon-to-be announced sites.

Surdi Named – Deborah Surdi has been appointed manager, Artists & Repertoire, CBS Masterworks, as announced by Irwin Katz, vice president, A&R, CBS Masterworks. Surdi will be responsible for monitoring Masterworks recording projects, and coordinating the flow of work to the producers as well as to the studio. She will work closely with business affairs and marketing departments as well.

Finkel Appointed – Julie Finkel has been named promotion director of KLSX-FM, it was announced by Robert K. Moore, vice president and general manager of KLSX 97.1FM and KRLA 1110AM. Finkel will develop and execute audience promotions, events and fundraisers and carry out all publicity responsibilities.

O'Connor Named – Carol O'Connor has been appointed corporate cash manager at Agfa-Gevaert, Inc., Ridgefield Park, New Jersey, it was announced by the company. O'Connor will be responsible for the daily cash operations of Agfa and its five divisions, including borrowing funds and managing bank relations.

Hall of Fame Elects Four – The Rock and Roll Hall of Fame Foundation, at its annual board of directors meeting here last week, elected as vice presidents four men who have been involved in the Hall of Fame since its inception. The four are: Robert Altshuler, who is vice president, Press and Public Affairs, CBS Records Inc.; Tom Freston, president of entertainment, MTV Networks; Michael Leon, senior vice president, A&M Records; and Benjamin F. Needell, Esq., partner of the law firm Skadden, Arps, Slate, Meagher & Flom.

Wachsman Appointed – Casino publicist Marsha Wachsman has been named director of Public Relations for the Valley Forge Music Fair. The announcement was made by Lee Guber and Shelly Gross, co-founders of Music Fair Group, Inc. Wachsman will create regional publicity campaigns, coordinate local radio promotions and handle day-to-day media relations for the theatre's superstar headliners.

Shafferman Joins – Jean Anne Shafferman of Easton, PA has joined the staff of Fred Waring Enterprises, Delaware Water Gap, PA as editor of Harold Flammer, Inc., one of the firm's sacred music divisions.

Morgenstern Tapped – JLM Public Relations, Inc. is pleased to announce that Ellen Morgenstern has joined the company as director. Her responsibilities will include handling public relations duties for the firm's accounts, as well as assisting Jody Miller in overseeing the day to day operations of the company.

Riggs Promoted – Howard Bloom, president of The Howard Bloom Organization, Ltd., announces the promotion of Robyn Riggs to general manager and Suzan Crane to senior account executive.

George Named – Abbey Konowitch, vice president, Video and Artist Development, has announced the appointment of Eva George to the position of national coordinator of artist development.

VJ Roger Rose Dying For A Laugh

By Julius Robinson

LOS ANGELES – Question: Which video jockey appearing nightly on VH-1 Video Channel risks his life so you, the easily distracted home viewer, won't nod off between Anita Baker and James Taylor videos?

Answer: Actor/Comic/Adventurer Roger Rose. "I could *die*. This is a stinkin' video show! I'm dying for a Michael Bolton video? Give me a break."

We're talking about Roger Rose's recent remote to the Carnivale festivities in Rio with Manhattan Transfer. Says Roger, "My producer is a real idiot. He tries to put my life in danger on remotes. He said, 'Your going hang-gliding.' I thought it was a boat with a rope over the ocean. No. You jump off a mountain on a *kite*. So I hung on to a guy who flew the thing, and I did it. As I jumped off the cliff I said, 'This is for all the Rick Astley videos that we've played.' Rick's a great guy, really. I'm a *doofus*, if there's a camera there I'll do it."

Doing it on camera is what Rose is all about. An experienced comedic actor and voice-over man, he has been a one-man ratings bonanza for the fledgling music video channel, emerging as perhaps the most influential and watched VJ. He doesn't just introduce videos, he offers a variety show between clips, including interviews, skits, bits and remotes. Due largely to his show, VH-1 has becomes MTV's main "competition"(as you may know, VH-1 was created by MTV – that's for industry ears only). VH-1's demographic, 25-45, demanded a different approach. And that was Roger Rose, age 28.

Roger Rose and Kenny G.

Rose is determined *not* to have the holier-than-thou attitude of some VJ's. "We're dealing with a different audience, the yuppie crowd. They're not gonna sit all day like a kid watching videos – so how do I keep 'em? I'm gonna entertain. I'm not going to sit there and go (sneering) 'Hey, I was with Bruce Springsteen last week we we're talking...' For example Kenny G. and I are good friends, but when I talk about him on the show, we have a running bit... I'll give some content then say,'...and by the way, my good buddy Kenny G.' and the crew will go 'yeah sure, you're full of it' and throw objects at my head. I totally ignore it. It's funny, but you at home are going 'good, they got him.' "

Roger's philosophy parallels another television maverick, David Letterman. The medium *itself* is part of the joke. But Rose goes one step beyond, Rose will get in there and make a fool of himself, he'll lose his dignity for the good of a laugh, more like Johnny Carson used to do.

"Every two weeks or so we have this bit where the crew rebels against me. One day I called the crew morons, I said that the set was overdone. So as the show goes on they start coming in and removing things, they remove the background, my chair...they remove my clothing until all I have on is a tie and a pillow over my crotch. The show airs and my boss Jeff Rowe calls me into his office and shows me a scathing hate letter about me. This viewer had documented everything I'd done for two weeks in intricate detail, including the nude show. And Rowe said that it was the best thing that he could hope for. The guy hated me so much he watched me every day!"

Rose is encouraged by VH-1 management to "push the envelope" – to go to extremes in bits and interviews. With Carly Simon, known for her stage fright, he tried to ask her out on a date, giving her flowers, telling her "you have an overbite that's giving me a serious woody.". She cut him up with some sharp retorts, and as revenge forced him to sing live backups on the spot. She loved it and will be on again. He's gotten Smokey Robinson and Anita Baker into funny bits, two not known for their humor. Jo Beth Williams did a Ray Charles impression. The artists love it because it shows them in another light.

Rose often does "theme" shows between clips, such as his send-up of the Jerry Lewis Telethon. He slicks his hair back, puts three cigarettes in his mouth and apologizes that the celebrities could only send in videos. On another occasion he received psychotherapy between videos.

Rose's remotes work very well, because he plunges into the action."We show the local flavor," says Rose. "I went to Hackensack New Jersey, to J.T.'s Dream, James T. Taylor (formerly of Kool And the Gang) has a hair salon in a kind of funky neighborhood. I went and got an Afro. I had a barber shop quartet behind me during the whole show, doing things like, *'here goes Roger's haircut.'* In New York we had Frankie and Annette at Battery Park doing a beach party with bums going 'uhg...' For my one year anniversary show we went to Sammy's Romanian Restaurant in New York City. Larry Bud Melman was my announcer. We had a group called Black Shabos, three guys dressed as Hassidic Jews... Instead of doing 'Amadeus, Amadeus' they did 'Sammy Davis, Sammy Davis'.

You might wonder if the video clips get lost in the shuffle. The answer is no. They occupy 50 minutes on the hour in his program. And the videos *do* get watched. VH-1, Roger and their other excellent VJ's are credited for launching Kenny G. into the stratosphere, as well as playing videos shunned by MTV such as Bruce Hornsby and Smokey Robinson.

As far as Rose's future plans, he says,"I'm aiming to be either Tom Hanks or David Letterman." He's been offered a substantial deal to do a syndicated entertainment show, which he declined. "I thought it would take me to the Wink Martindale school, I'd be saying 'now let's go to the big wheel!' Do you know what it's like to be offered that kind of money? My tongue hung out. I was depressed afterwards. 'No thank-you...*UUUHH*...' "

We hope Roger continues to decline any job that fails to showcase his brilliant talents the way VH-1 does. However, we believe a big raise is in order, VH-1. How's *that* Rog?

NARM *(Continued from page 6)*

Eric Dias, Capitol Records, Los Angeles, CA (Henry Gelb & Peter Mark Memorial Scholarship)
Dale Driver, CBS Records, Carrollton, GA (Howard Cramer Memorial Scholarship)
Andy Edmonds, Shorewood Packaging Corp., LaGrange, GA (NARM Independent Distributors Scholarship In Honor of Mickey Granberg)
Gine Ellis, CBS Records, Roswell, GA (Modern Album of California Scholarship)
Tina Embree, Hastings Books & Records, Garden City, KS (Joel Friedman Memorial Scholarship)
Sarah Goff Applause Video, Gretna, NE (Harry & Molly Schwartz Memorial Scholarship)
Matthew Goldhawk, National Record Mart, Williamsville, NY (Bainbridge Records Scholarship In Memory of Stanley R. & Matthew R. Marshall)
Eileen Hannigan, The Flip Side, Chicago, IL (CBS Records Scholarship)
Todd Holzman, Sony Video software Co., Jamaica, NY (Joseph & Marie David Memorial Scholarship)
Tonnis Infanger, The Record Bar, Lexington, KY (Artur Rubinstein 100th Anniversary Memorial Scholarship)
Stephen Jackson Lieberman Enterprises, Osseo, MN (MCA Records Scholarship)
David Koren, The Record Bar, Pottstown, PA (Surplus Records & Tapes Scholarships)
Sharon LaEace, BMG Distribution, New York, NY (Lawrence Welk Scholarship)
Daniele Levine, BMG Distribution, New York, NY (Lawrence Welk Scholarship)
Ann Martsolf, Spec's Music, Candler, FL (Michael Coolidge Memorial Scholarship)
Preeti Sethi, The Record Bar, Winston-Salem, NC (Sal Uterano Memorial Scholarship)
Jeffrey Sulman, MCA Records, Beverly Hills, CA (Denon America Scholarship)
Eric Wong CBS Records, Bronx, NY (Philips Dupont Optical Scholarship)

PAST AND PRESENT – Pictured during a recent cocktail reception at the 30th Annual NARM Convention in Los Angeles, is 1987-88 NARM President Russ Solomon joined by past NARM Presidents. Standing (l to r): Amos Heilicher; Noel Gimbel; Peter Stocke; David Lieberman; Jim Schwartz; Ed Snider; John Marmaduke; George Souvall; and Jack Eugster. Seated (l to r): Roy Imber; Solomon; Lou Fogelman, Harold Okinow.

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SINGLE RELEASES

OUT OF THE BOX

MAGIC LADY

Betcha Can't Lose (With My Love) (3:33) – Motown (1929MF) – Stone Diamond Music Corp. & Leacim Music Co., Inc & Sekots Music /ASCAP – M. Stokes-L. Stokes-G. Mallory-W. Parker-D. Parker-A. Steele – Producer: M. Stokes

This record is vintage R&B, featuring these two lovely Detroit ladies, Jackie Ball and Linda Stokes. Here they display their considerable vocal talents on a classy track. The single is from the *Magic Lady* LP. It is marvelously produced by Linda's hubby Michael Stokes and features great instrumental and vocal texturing. Should score heavily on Urban and dance formats.

OUT OF THE BOX

JESSE JOHNSON

Love Struck (4:30) – A&M (AM-3[illegible]) – Shockedelica Music-Almo Music Corp./ASCAP – J. Johnson – Producer: J. Johnson

A driving, pulsating laser beam of a tune, written produced and directed by Jesse Johnson. He's a veteran of a couple of solo LP's and was in the great Minnesota band The Time, which yielded Morris Day, and Jam & Lewis. Like fellow northerner Prince, Jesse understands simplicity in dance can be sophisticated with just the right lick or vocal chop. From A&M's *Every Shade Of Love.*

FEATURE PICKS

DONALD FAGEN – Century's End (4:13) – Warner Bros. (7-27972-A) – U/A Music Inc.-Freejunket Music/ASCAP – D. Fagen-T. Meher – Producers: D. Fagen-G. Katz

This tune stacks up with the best that Steely Dan had ever created, a droll little lament of romance lost in the modern age. Once again, the music is ultra-sophisticated funk, chordally ingenious. From the UA Film *Bright Lights.*

FLEETWOOD MAC – Family Man (4:01) – Warner Bros. (7-28114-A) – Now Sounds Music-Putz Tunes/BMI – L. Buckingham-R. Dashut – Producers: L. Buckingham-R. Dashut

An engaging dance tune from the Warner Bros. LP *Tango In The Night*, Buckingham proves that he is a gifted creator of mood on vinyl. An ethereal vocal and throbbing groove keep this one running smooth.

DONNA SUMMER – Fascination (3:58) – Geffen (7-27939-A) – Blackwood Music Inc.-High Frontier Music-David Tyson Music/BMI – E. Schwartz-D. Tyson – Producer: H. Faltermeyer

A sultry, lovely tune for Summer to deliver her luxuriously liquid voice. Summer has shed the disco stigma and remains an international star. This one is romantic smash for all radio formats. Should chart heavily.

NARADA – Divine Emotions (3:57) – Reprise (7-27967-DJA-1) – Gratitude Sky Music-When Worlds Collide Music – N. M. Walden-J. Cohen – Producer: N. M. Walden

A spritely dance tune featuring Narada's crisp production and punchy track. Should score well on dance, Urban and CHR formats.

MEN WITHOUT HATS – Moonbeam (3:37) – Mercury (870 153-7 DJ) – Poly-Gram Songs Inc./BMI – Men Without Hats – Producers: Z. Held-Men...

A lightweight dance romp with all the familiar road signs. Should do well on dance, and AOR.

PAUL JACKSON JR. – I Came To Play (3:34) – Atlantic (7-89095) – Fat Jack The Second-MCA Music/BMI – P. Jackson Jr. – Producer: P. Jackson Jr.

Virtuoso guitarist has fashioned a fine and funky instrumental track, featuring some hellacious soloing from Paul. His credits include work on albums by Michael Jackson, Whitney Houston, Barbara Striesand and Anita Baker.

ALBUM RELEASES

OUT OF THE BOX

TALKING HEADS

***Naked* – Fly/Sire (9 25654-1) Producers: S. Lillywhite-Talking Heads – Bar Coded**

Well worth the wait. Talking Heads' latest should instantly prove to be band's fastest (and biggest) seller to date. Band is in top form throughout this collection of ten fantastic new songs. (co-produced by Steve Lillywhite and the band). Instant radio acceptance is a given. Note: *Naked* is the first release on the band's own Fly label.

OUT OF THE BOX

ART GARFUNKEL

***Lefty* – Columbia (FC 40942) Producers: Various – Bar Coded**

A classy new album from a classic vocalist. "So Much In Love," Garfunkel's cover of Tymes' 1963 Top 5 hit and the album's first single should generate renewed interest in the legendary performer. Watch for heavy Adult Contemporary action with strong Top 40 follow-up in time.

FEATURE PICKS

DEACON BLUE – *Raintown* – Columbia (BFC 40915) – Producers: J. Kelly – Bar Coded

Absolutely stunning debut from Glascow, Scotland's Deacon Blue should instantly generate much deserved attention at a variety of radio outlets. Check out "Chocolate Girl," "Dignity" and "Loaded." Intelligent, sophisticated, brilliant pop.

GRANDMASTER FLASH AND THE FURIOUS FIVE – *On The Strength* – Elektra (9 60769-1) – Producers: Grandmaster Flash And The Furious Five – Bar Coded

Radio and retail should see immediate activity from Grandmaster Flashes return... Watch for huge commercial success when the band's funked-up reworking of Steppenwolf's "Magic Carpet Ride" (complete with vocal aid from John Kay) hits radio.

NEW KIDS ON THE BLOCK – *Hangin' Tough* – Columbia (BFC 40985) – Producers: M. Starr – Bar Coded

The coupling of strong material and high production values should propel the latest effort from New Kids On The Block. Watch for strong teen demographics.

MARTINI RANCH – *Holy Cow* – Sire/WB (9 25674-1) – Producer: I. Ivan – Bar Coded

Funky power/dance/pop will most likely find best initial reaction at College/Alternative level. Guest shots from Cindy Wilson (B-52's) and Mark Isham highlight this spirited project. Worth more than just one listen.

***BRIGHT LIGHTS, BIG CITY* – Original Motion Picture Soundtrack – Warner Bros. (9 25688-1) – Producers: Various – Bar Coded**

With a line-up of new songs from the likes of Prince, Donald Fagen and Bryan Ferry - this long-awaited soundtrack LP to the forthcoming film should garner tremendous out of the box activity.

HOWARD HEWITT – *Forever And Ever* – Elektra (9 60779-1) – Producers: Various – Bar Coded

Hewitt's latest will undoubtedly find immediate acceptance at B/C radio - with Top 40 crossover following close behind. Listen for "Shakin' My Emotion," "Strange Relationship" and "Challenge."

Bruce Springsteen And The E Street Band

THE SPECTRUM, PHILADELPHIA – Do you want to talk about love or do you want to talk about rock 'n' roll?

Let's talk about rock 'n' roll for a minute. Bruce Springsteen and the E Street Band rocked Philadelphia's cozy (for an arena) Spectrum harder than I've ever seen any band rock any place at any time. That includes Springsteen on both ends of the *Born in the U.S.A.* Tour and that includes the Rolling Stones in their nastiest, hardest-rocking heyday. During the last hour of this particular stop on the *Tunnel of Love* Express – the second of two nights in Philly (as close as he's going to get, during this leg of the tour, to his hometown) – Springsteen and company pounded out exultant, adrenaline-pumping, foundation-shaking rock 'n' roll. It all began with a typically thunderous "Rosalita" (which he interestingly introduced as the best love song he ever wrote) and by the time the dust cleared, Springsteen had ripped through "Love Me Tender" and a pumped-up, 95-mph version of his old standby "Detroit medley": "Shake," "Jenny, Jenny," "Devil with the Blue Dress On," "Sweet Soul Music," on and on. The hits, as the radio guys say, just kept on coming. And after everything was said and done – after three hours and fifteen minutes on stage, after the E Street Band was wringing with sweat – Le Boss shooed everybody back to their instruments for a roaring "Raise Your Hand." Oooooooo-ey!

Now let's talk about love for a minute. *Tunnel of Love* – a great album if you ask me – is a small, intense, melodically monochromatic album. It's an understated, poetic expression of the increasing maturity of a 38-year-old man. It's a concert hall-sized album, or maybe even a club-sized album. It's not an arena-sized album. Arenas are for cartoons – for flashy anthems that everybody knows the words to, for celebration rather than introspection. Which is why Springsteen works so well in arenas – many of his songs are anthemic and he knows how to work the dimensions of a room make for basketball and ice hockey. The E Street Band is a larger-than-life rock 'n' roll band – as they proved handily on this night – and their leader is a larger-than-life rock figure; he's the Hulk Hogan of rock 'n' roll.

The songs from *Tunnel of Love*, good as they are, didn't work well at all. The audience didn't seem to be familiar with the lyrics yet, and trying to make them out in the overly loud mix was a chore. As each *Tunnel of Love* song ended – "Tougher Than the Rest," "All That Heaven Will Allow," the haunting "Spare Parts," et al – the audience began murmuring for the anthems they knew were on deck (after the first Worcester show the *Tunnel of Love* set list was as familiar to the Following as the words to "Hungry Heart"). Springsteen offered full-band versions of these songs for the most part (generally minus Clarence Clemons' saxophone) when he probably would have been better off serving them up starkly, in a *Nebraska*-like solo acoustic setting. They didn't expand into the room. When the 75-minute first set ended with "War" and (BAM!) "Born In the U.S.A.," it was a catharsis. The blistering two-hour second set was the payoff.

The de-emphasis of Clarence

(Continued on page 10)

Yes

THE FORUM, LOS ANGELES – PACIFIC AMPHITHEATER, IRVINE – Yes descended on Southern California last week with two precisely constructed shows that once again demonstrated that progressive rock leavened with pop *works*. Even though their latest LP *Big Generator* has not reached the heights of *90125*, there were still plenty of youngsters in attendance, young enough to be Chris Squire's kids.

Once again it is apparent that lead singer Jon Anderson, bassist Chris Squire, keyboardist Tony Kaye and drummer Alan White have given a good part of the show over to their phenomenal (young and good looking for good measure) lead guitarist Trevor Rabin. More about him later. The stage and lighting was basically the same as on their *90125* tour, plenty of smoke and computer controlled spots. Besides a few choreographed moves, Yes basically stands and delivers their repertoire with a controlled precision that borders on unnerving. For Yes, opportunities to open up are limited to soloing, so they include spots for each player to flash. Ironically even these are basically the same each show. It's a major complaint non-Yes fans have about the group.

The show opened with a rousing version of "Rhythm of Love", and one was struck immediately by the miracle that is Jon Anderson's vocal chords. Jokes about bicycle mishaps aside, there is no clearer and pure a high tenor in rock and roll especially considering his age (not a teen anymore). In both shows he wasn't flat *once*, a little sharp maybe on "Roundabout" in Irvine, but who cares. Never cracked or missed a note. It's amazing.

Highlights of the first part of the show included "Heart Of The Sunrise" from *Fragile* featuring some smoking unison lines between Squire and Rabin. And the amazing "Shoot High, Aim Low", a song about life after war from *Big Generator* was a slow motion explosion, unfolding in delicate vocal answer lines between Rabin and Anderson into the majestic and moving chorus. This one is a thousand times more powerful live than on record.

Anderson displayed his sweet intensity on an excerpt from the piece "Ritual" on the *Tales From Topographic Oceans* album. The passage entitled "Nous Sommes Du Soleil" featured Squire's deft base picking as sole backup.

Next came a steel guitar solo by Rabin. Guitarist Trevor Rabin has become the focal instrumental voice of the band, bringing both contemporary flash and modern compositional ideas that have broad popular appeal. His solid mimicry of the challenging guitar parts on the older material written by former guitarist Steve Howe is admirable. On the steel solo segment he mixed familiar melodies, quirky koto-like sounds, single line shredding reminiscent of an Al Dimeola, and a rhythmic frenzy very much in the Steve Howe vein.

The second part of the evening at both venues was highlighted by a crowd-pleasing version of "Owner of A Lonely Heart", and as number-one songs are apt to do, everyone was on their feet, both nights. But a version of the lilting "And You and I" from *Close To The Edge* held it's own, even with it's more complicated structure and mood shifts. Chris Squire did a solo version of "Amazing Grace" on bass. And an extended version of "Years of No Disgrace" from *Yes* once again showed Rabin's fire along with tight ensemble playing.

The show closed with the 3 chord vamp from "Starship Trooper", which seems an almost perfunctory act of simplicity, definitely too long, despite some exciting playing on keyboards from Tony Kaye and omnipresent Rabin. More exciting were encores of "Love Will Find A Way", "All Good People" and of course "Roundabout". "Roundabout" has been abbreviated, it's more up and funky, axing out the acoustic guitar intro and slow section.

Yes remains a top concert attraction, still able to cement the gap between their older and younger fans. And the glue is Trevor Rabin.

Gene Ferriter and Julius Robinson

D'Molls

THE ROXY, LOS ANGELES – Atlantic recording artists D'Molls performed at the Roxy recently in one of a series of L.A. shows anticipating the release of their first album in mid-April. The band combines a hard rock/street-glam look and their sound fuses the best aspects of early 70's Zeppelin/Aerosmith crunch with an 80's eye to party rock ala Van Halen. Highlights in the set included the rockers "Dressed to Thrill" and "D'Stroll," the ballad "Hi 'n' Low," and a cover of The Troggs "Wild Thing," a D'Molls tribute to three-chord rock.

Lead singer/guitarist Desi Rexx and lead guitarist S.S. Priest display talent and charisma to spare; bassist Lizzy Valentine and drummer Billy Dior are one of the tightest, rock-solid rhythm sections coming up in the business. The band enjoys itself and its audience thoroughly during its performance, as the abundance of eye-contact and interaction between band and crowd will attest to.

Transplanted from Chicago one year ago, D'Molls (the name is an acronym meaning "Documentary Musicals of Life's Little Satires") the band was signed to Atlantic Records almost immediately after arriving, and started attracting considerable attention in the local club scene, consistently playing to sold-out houses. Judging from the enthusiastic crowd they were able to bring in on a Sunday night at the Roxy - some serious national exposure could be just around the corner. Check these guys out before it's impossible to get tickets.

Gary Starr

CASH BOX
ANYTHING ELSE
IS A COMPROMISE

T 'N' T – This explosive duo got together after the Grammy Awards. The first T is Al Teller (l.), president of CBS Records Division. The second T is Terence Trent D'Arby, who performed on the telecast of the Awards show earlier in the evening.

POINTS WEST

NARM ACTION – *Points West* presents a quick and concise report on some of the activities at the 30th Annual National Association of Recording Merchandisers (NARM) Convention held locally at the Century Plaza Hotel March 11th through the 14th.

The convention, which boasted its largest attendance in nine years, quickly proved an informative and invaluable industry event. The convention's attendance of over 2000 industry members coupled with informative seminars and large exhibit area (over 120 booths) provided a perfect environment for the retailers, one stops, rack jobbers and label execs attending to discuss such topics as marketing, merchandising and artist development.

Superstar performances were bountiful: MCA's **The Jets** were featured in performance during the convention's opening dinner and reception on Friday; Arista recording artists **Barry Manilow** and **Kenny G** each performed following Saturday's NARM Scholarship Foundation Dinner; and RCA's **Bruce Hornsby And The Range** were featured entertainment at Monday's NARM Awards Banquet. During their performance, Hornsby and company unveiled several tracks off their upcoming RCA LP *Scenes From The Southside* (due May 3) as well as "The Way It Is" and "On The Western Skyline" from their breakthrough debut album.

Barbra Streisand was on hand to receive the NARM Presidential Award for sustained creative achievement on Saturday afternoon. Streisand, who has recorded only for Columbia Records, receives the award in recognition of her contribution to the recorded music industry over an extended span of 25 years. Past recipients of the coveted award include **Judy Garland, Frank Sinatra, Stevie Wonder, Isaac Stern** and **Benny Goodman.**

THE STUFF DREAMS ARE MADE OF... – Columbia recording artist Rosanne Cash (right) was one of the many celebs who showed up at last week's 30th Annual NARM Convention held at the Century Plaza Hotel in Century City. Cash is pictured at the "Meet The Artists" reception with an unidentified adoring fan (who may or may not write this column). (Photo: Lisa Johnson)

Various label product presentations (WEA, PolyGram, MCA and Motown, CBS Record Inc., CEMA and BMG) were showcased throughout the weekend - among the highlights: **Buster Poindexter** hosting BMG Distribution's event - which was complete with a specialized NARM rap courtesy of Mr. **Kool Moe Dee**; a hilarious filmed presentation hosted by *Saturday Night Live's* **Dennis Miller** for CBS Records Inc.; Capitol unveiled their latest discovery, the incredibly talented 12 year old wonder **Tracie Spencer** - the young vocalist demonstrated powerful vocal ability and engaging stage presence during her three song performance, and completely wowed the audience with her treatment of John Lennon's "Imagine"; and **Tiffany** rocked the roof off during her live set at the MCA presentation.

Timbuk 3 previewed their upcoming I.R.S. album *Eden Alley* on Sunday afternoon during an MCA Distributed Labels product presentation. The duo performed three tracks live, utilizing a remarkable mini performance set-up (which was encased in an average size suitcase). The three tunes performed were "Rev. Jackson And His Roamin' Cadillac Church," "Welcome To The Human Race" and "Eden Alley" - all garnering tremendous response from those in attendance. If these three tracks were any indication (and we're sure they were) we are in store for an incredible album. Note: *Eden Alley* will be available on April 18 and rumor has it that I.R.S. will issue five (count 'em) videos for five separate tracks at the time of the LP's release (all directed by **Carlos Grasso**).

Celebs spotted throughout the weekend included **Robbie Robertson, Joni Mitchell, Morris Day, Herbie Hancock, Rebbie Jackson, Henry Lee Summer, Brian Setzer, Brenda Russell, Peter Asher, Michael Bolton, Gino Vannelli, Basia, Stacey Q, Nu Shooz, Lisa Hartman, Marilyn Martin, David Foster, Peter Frampton, Graham Nash, Stanley Clarke, Lita Ford, Kashif, Johnny Mathis, Ivan Neville, Gerry Woo, "Weird Al" Yankovic, Tami Show, Tom Wopat** and **Barbie Benton**. Also spotted were and members of **The Bangles, Iron Maiden, Cheap Trick, Swing Out Sister, Poison, Devo** and **REO Speedwagon**. Dig it.

On Sunday evening, Tower Records on the Sunset Strip closed shop for a special "Monte Carlo Night" held exclusively for NARM attendees. The famous Hollywood store was transformed for a few hours into a casino (utilizing play money, of course) complete with blackjack and roulette tables, "wheel of fortune" booths, etc. It's safe to say that everyone had a grand 'ol time.

Easily the most fun had by *Points West* was at the CEMA hospitality suite - with the packed room constantly boppin' and groovin' to repeated video plays of E.U.'s "Da Butt" (from *School Daze*) and **Nancy Sinatra's** rock classic "These Boots Are Made For Walking." All in all a great convention - no fezzes or lampshade dancers were in sight... but we had fun anyway.

Tom De Savia

COVER STORY

Larry Boone

By Joe Henderson

Larry Boone has impressed a great many people in the country music industry. Like most new artists, Boone's first releases were not chart-toppers. But, because he is one of the most complete entertainers in country music's new traditionalist school, singer/songwriter Larry Boone has gained across-the-board respect during his first year on Mercury/Polygram. Fans, disc jockeys and critics, alike, have agreed that Boone ranks amoung the top new faces on the country scene. This opinion has recently been substantiated by the Academy Of Counry Music's final list of nominees for their 1988 "Hat" awards. Larry Boone was named one of the five finalists in the top new male vocalist category. He will also be a featured entertainer on the nationally televised awards show.

Larry Boone is a confidently humble young man who overflows with well-mannered personality. His career might well have ended before it started. During his high school and college years in his home state of Florida, Larry was an outstanding athlete in several sports. The thought of becoming a sportswriter weighed heavily on his career choices. But, Larry had supplemented his income during college with his musical talent, and he decided to move to Nashville and pursue a career in country music.

Boone tells of his Nashville-related past. "I arrived here in 1981. Like so many others I began trying to get a singing job. Luckily I got that chance at the Country Music Wax Museum. I did a single act in the restaurant there for about three years. It gave me a chance to perform a lot of my original material. I also was able to gain a lot of fans there. There are thousands of tourists and fans passing through there each year."

Because of Boone's songwriting, it took him but three short years to make his mark in Music City. His songs grabbed the attention of many top artists and producers. He also met his manager, Gene Ferguson, who directed the success of singers John Anderson and Charly McClain. Larry's songs were being recorded by many top country artists and Gene Ferguson knew that Larry Boone had another talent along with his writing ability...*singing!*

Gene Ferguson brought Larry to Mercury in 1986, soon after the arrival of label head Steve Popovich. He became one of

Larry Boone

Popovich's first signings at Mercury. Steve Popovich later commented, "This young man has all the ingredients. After seeing his reception at Fan Fair '86, Johnny Cash said to me, 'Steve, I don't know where you got him, but he sure impressed me!' "

Larry Boone's self-penned recent single, "Roses in December," was Cash Box's second most added record following its release, and was a top 40 record for him. His new self-titled album is to be released this month with one of the very best in the business, Ray Baker, producing. There are uncountable fans waiting for the album. Why? It's simple. Larry explains it this way, "The most satisfying aspect of my career is the way the fans respond to my music. When they come to see my shows, it tells me a lot. They are spending their hard-earned money to attend and I do my very best to make them feel their money was well-spent on good entertainment!

"Plus..it's my opportunity to live out my dream. The competition is very tough, but I'm glad I never quit trying. I believe I'm here now because of *good faith*, and *hard work*. The songwriting career has been the catalyst for me, too. When other artists begin recording your songs, things begin to 'snowball' in your career. Sometimes it's nice to back off and take a look at my progress in the last few years."

Larry Boone may be the first country artist who has never had a #1 national song, featured on the cover of Cash Box. Hoevever, we feel confident his number one's are coming soon. When we have the opportunity, we believe in helping, in our own way, those who are deserving. Larry Boone's "good faith and hard work" have paid off. Yes, Larry Boone has impressed a lot of people in the country music industry...including Cash Box!

TALENT ON STAGE

Bruce Springsteen And The E Street Band

(Contined from page 9)

Clemons in this show – fewer sax solos throughout, fewer Bruce/Clarence buddy-buddy stuff – has caused the focus to shift to the other members of the E Street Band, particularly to the tremendous rhythm team of Max Weinberg and Garry Tallent. Has there ever been a better rock drummer than Weinberg, or a better one-two drums-bass punch than Weinberg and Tallent? Arrow-straight for three hours and quarter. Perfection. Sure, Clarence and Bruce dance a bit, and, during the beginning of the show they engage in an *I'm Not Rappaport*-like exchange on a park bench (actually, it's a Springsteen Memory Lane monologue, with Clarence grinning, nodding and producing an album of baby photos), but there's much less of Clarence's reheated-King Curtis saxophoning (and, due to a serious weight loss, much less of Clarence). As for the five-man saxophone section – they add a nice oomph to the rockers and the rollers, but they are particularly useless on the *Tunnel of Love* material.

Other highlights of the show included a relaxed, acoustic "Born to

NEW FACES TO WATCH

Basia

By Lee Jeske

NEW YORK – Basia – whose debut album *Time and Tide* was issued late last year on Epic – is a Polish-born singer who lives in England and sings music influenced, mainly, by American soul music and Brazilian bossa nova. Does Basia ever have an identity problem?

"I don't really, no," says Basia (whose full name is Basia Trzetrzelewska). "In my head, I feel quite cosmopolitan. I've lived in so many parts of the world and I don't really feel that those parts of the world differ that much. All the people that I meet, from Japan to the United States, they all seem to have the same way of thinking, the same way of feeling, and the same heart. And I don't feel that I'm something different from them because I come from Poland. So I don't really have an identity crisis. The biggest problem I have is to find a place I call home."

Here, then, is Basia's life story in a nutshell:

"I was born in a little town in the south of Poland which is an industrial little hole," she says. "I had a few friends there who played in a group and when I was 15 years old, they asked me to join them and take part in a talent contest, a national thing. I did. And I happened to win, as Best Vocalist. From that moment on, I was offered all sorts of work with established bands in Poland.

"One of those was a six piece girls group called Alibabki, and when I finished high school I joined this group. We mainly worked in Poland and Eastern Europe, mainly in Russia. I worked with them happily, but after two years I was a bit fed up with being just a part of a band where I was one of six girls. I wanted to sing a bit more on my own. So I left the group and I organized a band which, after we had only just started, was assigned a six-month contract in Chicago."

Chicago – with its blues and soul music – was Basia's kind of town. She and her group sang in a Polish club in a Polish neighborhood, singing everything from old Polish folk songs to American Top 40 covers (in accented English). The band eventually disbanded, Basia resettled in England and became a member of Matt Bianco, the bossa nova-ish, soft rock group that had some of chart success. After a couple of years of singing back-up

with Bianco, Basia beat it.

"I decided it was time for me to do something on my own. I left, and the keyboard player, Danny White, left with me."

Voila! *Time and Tide*. All of the songs are written by White and Basia (with Peter Ross' lyrics on half of them) and all of them are in a soft, low-boil, breathy, bossa-cum-pop style. There's even a paean to the queen of the low-boil, breathy, bossa-cum-pop style, Astrud Gilberto.

"It's very difficult for me to describe my style," says Basia, "because I'm too close to it. I think that what we do as pop music is influenced by jazz and bossa nova and soul, but it's basically pop music and I'm a pop singer. I know people keep using the word 'jazz,' but I don't think I'm in the same league as all the great ones."

In any case, Basia, whose first single is "Time and Tide," will be touring the States this spring. The whole thing, she says, is a "dream" for a singer born in Poland, "to break out and release something in the West."

And does she encounter any jealousy on her Christmas trips back to Poland?

"There are wonderful singers in Poland who tried but didn't succeed somehow. It's a very difficult thing to do: You have to sing in this language and you have to live here, I think. They all tried doing it from a distance and it didn't work. So there is a little bit of jealousy, but I think they're also pleased about my opening the door for them."

Run" (Springsteen calling it his favorite song), "Cover Me," "Dancing in the Dark," "Tunnel of Love," "Light of Day" (which Springsteen is ready to reclaim from Joan Jett and Michael J. Fox), "I'm on Fire," "Glory Days," "Brilliant Disguise," "Adam Raised a Cain," and a kicking "(You Can) Look But You Better Not Touch." Also positively delicious were the hilarious "I'm a Coward When It Comes To Love" (Springsteen'll take on George "The Animal" Steele and "Iron" Mike Tyson, but he's downright yeller when it comes to love) and the reggae "Part-Monkey, Part-Man." A pair of songs with tentacle-like hooks, a pair of songs that will surely become Springsteen standards in short order.

All in all a terrific concert, but a somewhat off-balance concert. The *Tunnel of Love* songs need to be heard better, their lyrics need to be understood; perhaps they need to be performed as starkly as they were recorded, although no arena, in any circumstance, was ever famous for its ability to allow lyrics to be understood. And Springsteen should release some tension in the hall before he settles down with those lovely little gems: rock out, *Tunnel of Love*, rock out, that kind of thing.

Do you want to talk about love or do you want to talk about rock 'n' roll? Bruce Springsteen, clearly, wants to talk about both. And, in Philly, when he screamed, "I'm just a prisoner of....," he never finished the sentence.

Lee Jeske

EAST COASTINGS

WHAT TIME IS IT? – It's **Mofungo** time. There's an off kilter drum crack as **Elliot Sharp** wraps a massive claw around the neck of his guitar. Hand moving up and down the fretboard like a dancing spider, he sends sounds flying through the air: shards of scrap metal that flash like diamonds just before they hit the ground.

Take that idea of the industrial as the beautiful and you have the sort of apparent contradiction this NYC quartet thrives on; the source of their greatest energy is the yoking together of opposites, building new sounds and perceptions out of the clashes. **Willie Klein**'s tense guitar strumming and **Robert Sietsema**'s bass establish the pop structures that support Sharp's avant-noise. Mofungo uses the notion of 'song' to cross the (sound)bridge from 'interesting' to 'fun.'

At CBGB Friday, March 11, they filled the place with a gleeful racket, at times pushing the harmolodics to a screaching level that threatened to destroy the 'songs.' It was like standing in front a dam you think will burst at any moment; when it doesn't you don't know whether to be relieved or disappointed. Their set lost momentum towards the end, but not before featuring a few numbers from their upcoming LP *Bugged*, their first album for SST (sixth overall), due out April 5. Sharp produced earlier records, and joined Klein, Sietsema, and drummer **Chris Nelson** on '86's *Messenger Dogs Of The Gods* (Lost–Twin/Tone), the first Mofungo album that fully reconciled the herky-jerky Ornette Coleman-isms with songcraft. Last year's *End Of The World, Part 2* took a half-step backwards. It sounded like they were taking the connection between politics and aesthetics too damn seriously to have a good time; all I ever noticed was Willie Klein's radical-beat-poetry-declamatory-lyrics, which are usually less exciting than the sounds that accompany them. I've had one quick listen to an advance copy of *Bugged* and it sounds epiphanously groovesome. If they ever really wanted to, these raging mofos could rule the airwaves. Which reminds me of my dream project: **Arto Lindsay** and **John Zorn** doing straight readings of **Carmen Miranda** songs. I'll keep dreaming.

BROADCAST NEWS – Latin hip-hop now has its own TV showcase. It's called ***It's Dance*** (*ID*) and in the New York area it airs Saturdays from 12pm – 1pm on Channel 9, WWOR, right before *American Bandstand*. Essentially, the show is an hour-long celebration of the whole youth-style Latin hip-hop dance aesthetic. The *ID* dancers look like their average age is *maybe* 16, and they dress and dance to impress. Filled with the vital aliveness (and tight tummies) of youth, the dance segments flash with the energy and power of sex *appeal* (not sexuality itself). The March 12 edition featured a **New Order** video, an interview with *Hairspray* star **Ricki Lake**, and Tommy Boy trio **TKA** performing their club smash "Tears May Fall." Tracking shots of palm trees and sunny beaches strung things together, making *ID* the ultimate mixture of Cali lifestyling and NYC punch. And you get all this and preaching too: interspersed throughout the show are rap sessions led by Dr. Joy Brown concerning drug and alcohol abuse. Remember kids, Drugs Are Like Quicksand: They Always Bring You Down. The credits are pretty hep: *It's Dance* is an I.R.S. World Media Production, filmed at Manhattan nightclub 4D, music provided by HOT103.

TEXAS FLOOD IN NYC *– The Antone's Texas Independence Day Celebration at the Lonestar Cafe Wednesday, March 2, turned into a post-Grammys blues fest when (l-r) Stevie Ray Vaughn, Albert Collins, and David "Fathead" Newman turned up to jam with Dr. John and Robert Cray Band bassit Richard Cousins.*

BEGGARS CAN BE CHOOSERS – The Brit based label Beggars Banquet has recently opened an American office in NYC. The flood of Beggars Banquet vinyl now reaching these shores includes the latest album from **The Fall** (first single is a cover of the Kinks' "Victoria"), and two records from **Howard Devoto**'s new band, **Luxuria**. The first Luxuria album, *Unanswerable Lust*, is out already on Beggars Banquet/RCA, and the single, "Redneck," is five-and-a-half minutes of terminally cool ringing guitar and dark blue keyboards. The damn thing builds its droning moodiness into a rising and falling melancholy most of this dance-trance pop doesn't have any legitmate claim to.

Also from Mark Ghuneim at the Beggar's Banquet NYC office (212-697-7742) comes the news that 4AD artists **XYMOX**, whose "A Million Things" currently rules the import dance singles charts, will play the first date of their American tour on March 22, at Drums. And finally, **Big Black** guitarist and *Forced Exposure* scribe **Steve Albini** has produced **The Pixies** debut, *Surfer Rosa*, out soon on Rough Trade.

TIDBITS – Passport has signed **Agony Column**, an Austin band described as a cross between **Metallica** and **The Birthday Party**. Agony Column reportedly began as a Goth band, evolved to a hard rock/rockabilly group, and is now a real cool thrash outfit. Look for titles like "Cars, Sex & Violence," and "66 Six-Guns" on their summer release. Maybe Russ Myer can direct the videos...Expect a new **Mekons** album from Twin/Tone in April...**Agitpop**, upstate New York band who have a groove not wholly unlike the Minutemen, will put out their third record, but first for Twin/Tone, this month...**George Harrison**'s classic *All Things Must Pass* out on CD from Capitol later this month...**John Lennon**'s classic *Plastic Ono Band* also out on CD from Capitol later this month.

Joe Levy

CASH BOX TOP BLACK CONTEMPORARY ALBUMS

		LW	WOC
1	**MAKE IT LAST** Keith Sweat (Elektra 60763)	1	9
2	**BAD** Michael Jackson (Epic OE 40600)	2	27
3	**ALL OUR LOVE** Gladys Knight & The Pips (MCA 42004)	4	16
4	**CHARACTERS** Stevie Wonder (Motown 6248ML)	3	16
5	**FAITH** George Michael (Columbia OC 40867)	5	15
6	**EYES OF A STRANGER** The Deele (Solar/Capitol ST72555)	9	29
7	**HOT, COOL & VICIOUS** Salt-N-Pepa (Next Plateau PL 1007)	8	47
8	**UNLIMITED!** Roger (Reprise 9-25496-1/Warner Bros.)	7	16
9	**TOUCH THE WORLD** Earth, Wind & Fire (Columbia FC 40596)	6	17
10	**EVERLASTING** Natalie Cole (Manhattan ST5309)	10	35
11	**SHARP** Angelo Winbush (Mercury 832-733-1)	11	21
12	**LIVING LARGE** Heavy D. & The Boyz (MCA 5986)	12	21
13	**WHITNEY** Whitney Houston (Arista AL-8405)	14	41
14	**LOVE CONFESSIONS** Miki Howard (Atlantic 81810-1)	20	17
15	**INTRODUCING THE HARDLINE ACCORDING TO TERENCE TRENT D'ARBY** (Columbia BFC 40964)	18	20
16	**DAYDREAMING** Morris Day (Warner Bros. 25651)	44	2
17	**GOOD LOVE** Melissa Morgan (Capitol CLT-46943)	17	14
18	**PEBBLES** Pebbles (MCA 42094)	19	10
19	**JODY WATLEY** Jody Watley (MCA 5898)	22	54
20	**HEARSAY** Alexander O'Neal (Tabu/Epic 25602-1)	13	33
21	**LET ME TOUCH YOU** O'Jays (Philadelphia International/EMI ST 53036)	16	40
22	**KOOL & DEADLY** Just-Ice (Fresh LPRE-5/Sleeping Bag)	15	8
23	**LESS THAN ZERO** Soundtrack (Def Jam/Columbia 44042)	21	9
24	**JUST BETWEEN US** Gerald Albright (Atlantic 81813-1)	27	15
25	**HOW YA LIKE ME NOW** Kool Moe Dee (Jive 1079-1-J/RCA)	30	16
26	**TEAR DOWN THESE WALLS** Billy Ocean (Jive JL 8495)	DEBUT	
27	**THE BIG THROWDOWN** Levert (Atlantic 7-89217)	32	31
28	**LOVE CHANGES** Koshif (Arista AL-8447)	25	16
29	**PERSONAL ATTENTION** Stacey Lottisow (Motown 6241 ML)	31	6
30	**YO BUM RUSH THE SHOW** Public Enemy (Def Jam BFC 40658)	33	4
31	**LOVE IS SUCH A FUNNY GAME** Michael Cooper (Warner Bros. 1-25653)	23	10
32	**COME INTO MY LIFE** Joyce Sims (Sleeping Bag TLX 10)	26	11
33	**MAGIC** The Jets (MCA 42085)	37	19
34	**EXPOSURE** Exposé (Arista AL 8441)	24	4
35	**ONE HEARTBEAT** Smokey Robinson (Motown 6626 ML)	43	52
36	**IF I WERE YOUR WOMAN** Stephanie Mills (MCA 5996)	38	40
37	**JONATHAN BUTLER** Jonathan Butler (Jive/RCA 1032-1-J)	34	41
38	**ONE LORD, ONE FAITH, ONE BAPTISM** Aretha Franklin (Arista AL 8497)	35	11
39	**PAYED IN FULL** Eric B. & Rakim (4th & B'WAY/Island 40005)	41	35
40	**THE HOUSE THAT RAP BUILT** Hurby's Machine (Sound Check PLS/Next Plateau 1009)	39	5
41	**GUESS WHO'S COMIN' TO THE CRIB?** Full Force (Columbia FC 40894)	40	17
42	**DANA DANE WITH FAME** Dana Dane (Profile PRO 1233)	42	30
43	**TELL IT TO MY HEART** Taylor Doyne (Arista AL 8529)	36	7
44	**BIGGER AND DEFFER** L.L. Cool J (Def Jam/Columbia FC 40793)	45	41
45	**MILES** Miles Jaye (Island 90615)	46	21
46	**TOGETHER AGAIN** Temptations (Motown 6246ML)	29	25
47	**SUPERBAD** Chris Jasper (CBS Associates BFZ 44053)	28	7
48	**FOREVER YOURS** Tony Terry (Epic BFE 40890)	48	14
49	**HOOKED ON LOVE** Clarence Carter (Ichiban ICH 1016)	52	4
50	**POSITIVE** Peabo Bryson (Elektra 60753)	49	4
51	**BEST OF HOUSE MUSIC** Various Artists (Profile 1248)	56	4
52	**daKRASH** da'KRASH (Capitol CI 48355)	70	2
53	**RU TUFF ENUFF** Reeble Jackson (Columbia BFC 40896)	63	3
54	**SPANISH FLY** Lisa Lisa And Cult Jam (Columbia FC 40477)	60	45
55	**SEXAPPEAL** Georgio (Motown 6229 ML)	64	48
56	**TOUCH AND GO** Force M.D.'s (MTommy Boy TBLP 25631)	67	2
57	**DISCOVERY** Shanice Wilson (A&M SP 5128)	57	20
58	**GAVIN** Gavin Christopher (EMI-Manhattan 46998)	71	2
59	**RAPTURE** Anita Baker (Elektra 9-60444-1)	55	104
60	**LILLO** Lillo Thomas (Capitol ST-12450)	51	48
61	**DUOTONES** Kenny G (Arista AL 88427)	50	42
62	**THE RIGHT NIGHT AND BARRY WHITE** Barry White (A&M SP5154)	47	20
63	**SLEEPING BAG'S GREATEST** Various Artists (Sleeping Bag TLX 42012)	59	2
64	**JUST GETS BETTER WITH TIME** Whispers (Solar/Capitol ST-72554)	58	46
65	**SERIOUS** Deja (Virgin 90601-1)	54	21
66	**DIANE REEVES** Diane Reeves (Blue Note BLT 46906)	62	6
67	**LETHAL** U.T.F.O. (Select Sel 12619)	53	30
68	**ROMEO KNIGHT** Boogie Boys (Capitol 46917)	DEBUT	
69	**AFTER DARK** Roy Porker Jr. (Geffen GHS 24124)	61	23
70	**RESERVATIONS FOR TWO** Dionne Warwick (Arista AL 8446)	72	2
71	**SIGN "O" THE TIMES** Prince (Paisley Park/Warner Bros. 1-25577)	68	49
72	**NAJEE'S THEME** Najee (EMI America ST 1724)	69	63
73	**OPEN SESAME** Whodini (Jive JL-8494)	66	22
74	**MR. MAGIC'S RAP ATTACK VOLUME III** Various Artists (Profile 1249)	65	8
75	**KISS SERIOUS** Chico DeBarge (Motown 6249 ML)	73	21

THE BEAT

SUPERBAD JASPER - As an integral member of the **Isley Brothers** and **Isley-Jasper-Isley**, **Chris Jasper** has been at the forefront of progressive R&B music since the early 1970's. Now this multi-talented performer is stepping into the spotlight with his premier solo album, **Superbad**, on **CBS Associated Records.**

Chris Jasper's professional career began in earnest in 1973, when the original Isley Brothers trio expanded to include younger brothers **Ernie Isley**(guitar) and **Marvin Isley**(bass) along with cousin Chris on keyboards. The new group made its vinyl debut that same year with the groundbreaking 3+3 album, and followed up with a series of modern rock and roll classics like **That Lady, Fight The Power, Live It Up** and **What It Comes Down To.** Chris Jasper was a key player, arranger and songwriter on the Isley Brothers' gold and platinum albums like **Showdown, Live It Up** and **The Heat Is On.**

In 1984, Ernie, Marvin and Chris broke away from the Isley Brothers to form Isley-Jasper-Isley. Writing, producing and performing as equal partners, the trio released a striking debut LP, **Broadway's Closer To Sunset Boulevard.** This expert blend of R&B feel and advanced pop technology yielded two successful singles, **Look The Other Way** and **Kiss And Tell.**

Isley-Jasper-Isley's second album, **Carvan Of Love**, appeared in September, 1985, with the title track becoming a number one black hit. An acappella version by the **Housemartins** later topped the U. K. charts as well. The third Isley-Jasper-Isley LP **Different Drummer,** was released in April 1987. It included a powerful anti-apartheid anthem called **Brother To Brother** as well as the romantic radio hit **Giving You Back The Love.**

CHRIS JASPER

Superbad was written, produced, arranged and performed by Chris Jasper. The album contains eight tracks, their arrangements built on Jasper's multiple keyboards and carefully layered vocal harmonies. **Givin' All My Love** is a mid-tempo love song with a syncopated rhythm; **Like I Do** is a lush ballad which plays Jasper's intimate lead vocals against his own falsetto background voices.

The hard-edged and funky title cut, Superbad,(acheived top 5 chart activity) encouraged kids to stay in school, say no to drugs and look out for each other. The follow-up single **One Time Love** has garnered well over 60 radio station adds in less than three weeks since its release. Look for this to become another major hit for one of the nicest people you will ever meet!

A personal favorite of mine, **Son Of Man** will be serviced to Gospel formats around the country as an album cut. The album is appropriately titled, Chris Jasper and his music is **S-U-P-E-R-B-A-D!!**

FREEDOM SETS TOUR - A young man destined to become a major star in the world of entertainment is **Billy "The Kid" Freedom,** whose cover of the **Rolling Stones'** hit **Miss You** on **Caloma Records** continues to pick up strong radio support around the country. Programmers have listened and added the record on over 50 (including many major markets outlets) stations. The remarkable part is, most stations receive so much product on a daily basic and for a small independent label to receive this type of airplay without the benefit of a promotion budget or staff, the record and Billy's talent must be in the pocket.

BILLY "THE KID" FREEDOM

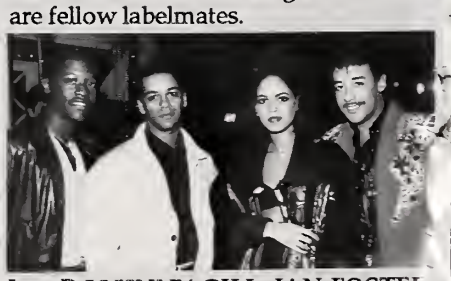
Billy and his old high school friend **Carlos M. Diaz,** a talented guitarist/keyboardist/songwriter are scheduled to team up for the upcoming tour starting on June 19 in Providence, Rhode Island. Carlos stays busy, between studio sessions, writing and producing, with his very successful **Guitar Technology (203-448-1802)** business in Connecticut. He is well known as one of the top pro audio consultants in the business, having done work for some of the top guitarist in the world, including members of the hit group **Whitesnake.**

To those labels looking for some exceptional talent you might keep the name Billy "The Kid" Freedom close to your telephones.

TALENTED FOURSOME - Shown during a photo session following a **Black History Month** presentation at the **Center For The Enriched School.** Left to right: **Kathy Merrick** and **Lisa Frazier** of **Lace, Sidney Justin, Shalamar; Vanessa Williams,** Singer/Actress.

A special salute to these talented artist who willingly gave of their time in an effort to encourage young people to stay in school, pursue their respective goals and stay away from drugs.

#1 GIRLFRIEND - Shown congratulating **MCA** recording artist **Pebbles** on her recent #1 single **Girlfriend** are fellow labelmates.



L to R JOHNNY GILL, IAN FOSTER, PEBBLES and RANDY HALL

BOB LONG

CASH BOX TOP BLACK CONTEMPORARY SINGLES

1	*MAN IN THE MIRROR* (Epic 34-07668)	Michael Jackson	2	8
2	*THINKING OF YOU* (Columbia 38-07695)	Earth, Wind & Fire	3	9
3	*WISHING WELL* (Columbia 38-07675)	Terence Trent D'Arby	5	11
4	*FISHNET* (Warner Bros. 7-28201)	Morris Day	1	10
5	*LOVEY DOVEY* (Epic 34-07697)	Tony Terry	12	10
6	*PLAYTHING* (Columbia 38-07685)	Rebbie Jackson	10	11
7	*EVERY DROP OF YOUR LOVE* (Motown 1912MF)	Stacy Lattisaw	7	11
8	*ROCKET 2 U* (MCA 53254)	The Jets	8	10
9	*FATHER FIGURE* (Columbia 38-07682)	George Michael	9	10
10	*OOO LA LA LA* (Epic 34-07708)	Teena Marie	15	8
11	*WASN'T I GOOD TO YA ?* (Capitol P-B-44107)	da'Krash	17	10
12	*TAKE GOOD CARE OF ME* (Jive/RCA 1087-7-JAA)	Jonathan Butler	13	11
13	*GOING BACK TO CALI* (Def Jam 38 07679/Columbia)	L.L.COOL J	18	8
14	*NEVER KNEW LOVE LIKE THIS* (Tabu ZS 407646)	Alexander O'Neal	4	11
15	*ALL IN MY MIND* (Columbia 38-07705)	Full Force	20	7
16	*THAT'S WHERE YOU'LL FIND ME* (Virgin 7-99375)	Deja	16	10
17	*YOU ARE WHO YOU LOVE* (EMI-Manhattan P-B-50108)	Gavin Christopher	21	9
18	*GET OUT OF MY DREAMS, GET INTO MY CAR* (Jive JS1-9678)	Billy Ocean	24	6
19	*LOVIN' ON NEXT TO NOTHIN'* (MCA 53211)	Gladys Knight And The Pips	25	5
20	*NO 1/2 STEPPIN* (A&M 2990)	Shanice Wilson	6	14
21	*THRILL SEEKER* (Reprise 7-27982-A)	Roger	23	6
22	*SWEET SENSATION* (Atlantic 7-89124)	Levert	28	7
23	*DA-BUTT* From The Film School Daze (EMI/Manhattan B 50115)	E.U.	29	5
24	*LOOK WHAT YOU STARTED* (Motown 1920MF)	The Temptations	11	14
25	*I'VE BEEN A FOOL FOR YOU* (Island 7-99379	Miles Jaye	31	8
26	*HOW LONG* (Polydor 887 126-7)	Gerry Woo	30	9
27	*LOVE DON'T GIVE NO REASON* (Motown)	Smokey Robinson	27	9
28	*HERE COMES THE NIGHT* (Capitol PB-44022)	Meli'sa Morgan	33	7
29	*THAT'S WHAT LOVE IS* (Atlantic 7-89123)	Miki Howard & Gerald Levert	35	9
30	*PINK CADILLAC* (EMI Manhattan P-B-50117)	Natalie Cole	36	6
31	*YOU WILL KNOW* (Motown 1919)	Stevie Wonder	14	11
32	*WHERE DO BROKEN HEARTS GO* (Arista AS1-9674)	Whitney Houston	42	5
33	*COULDN'T CARE LESS* (Tommy Boy 7-27978-A)	Force M.D.'S	41	5
34	*INSTANT REPLAY* (Columbia 38-07702)	Mico Wave	40	6
35	*WHO DO YOU LOVE* (Ryan 71156)	Rodney Saulsberry	44	7
36	*DON'T YOU KNOW* (MCA-53255)	Heavy D. & The Boyz	59	4
37	*JUST HAVIN' FUN* (A&M AM-3007)	The Fit	45	7
38	*ONE MORE FOR THE LONLEY HEARTS CLUB* (RCA 6925-7-R)	David Ruffin And Eddie Kendrick	38	7
39	*NEXT TIME* (Motown 1923MF)	Brownmark	39	7
40	*STAND UP* (Virgin ST-BR-53196-AR)	Hindsight	47	6
41	*NIGHT AND DAY* (Warner Bros. 7-28192)	Al B. Sure!	55	3
42	*I AM YOUR MELODY* (Capitol P-B-44110)	Norman Connors Featuring Spencer Harrison	49	4
43	*ANOTHER CHANCE TO LOVE* (Arista AS1-9656)	Dionne Warwick & Howard Hewett	43	6
44	*BED ROCK* (Motown 1927MF)	Georgio	46	7
45	*FALLING IN LOVE* (Select FMS 62302)	Whistle	52	5
46	*EVERYTHING WILL BE FINE* (Columbia 38-07737)	Lisa Lisa & Cult Jam	51	4
47	*DON'T MESS WITH MY HEART* (Mercury 870 115-7)	The Skwares	57	4
48	*RAINY NIGHT* (Motown 1922MF)	Chico DeBarge	22	15
49	*MY GIRL* (Capitol P-B-44124)	Sauve	61	4
50	*MERCEDES BOY* (MCA 53279)	Pebbles	69	2
51	*RUN TO ME* (Mercury 870 033-7)	Angela Winbush	19	15
52	*WILD, WILD WEST* (Jive 1086-7-J)	Kool Moe Dee	65	4
53	*DON'T WASTE MY TIME* (Solar PB-70019)	Dynasty	53	6
54	*SOME KIND OF LOVER* (MCA 53235)	Jody Watley	26	15
55	*PIANO IN THE DARK* (A&M AM-3003)	Brenda Russell	66	3
56	*FREE* (Island ST-IL-53545-SP)	Will Downing	56	6
57	*LOVE ME ALL OVER* (Arista AS1-9680)	Kashif	67	2
58	*HE TURNED ME OUT* (From The Movie Action Jackson) (RCA 6865-7-RAA)	Pointer Sisters	32	7
59	*SOMETHING JUST AINT RIGHT* (Vintertainment/Elektra 7-69411)	Keith Sweat	70	2
60	*WOULDN'T YOU LOVE TO LOVE ME* (Reprise 7-28127-A)	Taja Sevelle	60	5
61	*WHEN LOVE COMES CALLING* (Epic 34-07707)	Paul Johnson	63	3
62	*IF I WERE YOUR WOMAN* (MCA 53275)	Stephanie Mills	72	2
63	*GIRLFRIEND* (MCA 53185)	Pebbles	34	21
64	*PAYED IN FULL* (4th & B'way 7456)	Eric B. & Rakim	74	3
65	*TWO OCCASIONS* (Solar PB-70015)	The Deele	37	21
66	*I NEED SOMEBODY* (Profile 7180)	Kechia Jenkins	78	3
67	*CAN YOU WAIT* (MCA 53296)	Giorge Pettus	79	2
68	*PUMP UP THE VOLUME* (4th & B'Way /Island 7452)	M/A/R/R/S	48	16
69	*ONE TIME LOVE* (CBS Assoc. ZS4-07733)	Chris Jasper	DEBUT	
70	*STRANGE RELATIONSHIP* (Elektra 769415)	Howard Hewitt	DEBUT	
71	*WITHOUT YOU* (Elektra 7-69426)	Peobo Bryson & Regina Belle	50	15
72	*NEW GIRL ON THE BLOCK* (Atlantic 7-89117)	Gerald Albright	81	2
73	*JAMES BROWN* (Motown 1924MF)	Darryl Duncan	73	3
74	*ACTION JACKSON* (Atlantic 7-99368) From The Movie Action Jackson	Madame X	76	3
75	*NO PAIN, NO GAIN* (Ms. B. 1206)	Betty Wright	82	2
76	*N' ON) DOCK OF THE BAY* (Columbia 38-07680)	Michael Bolton	80	2
77	*I BET YA' I'LL LET YA'* (Motown 19095MF)	Ada Dyer	DEBUT	
78	*HOW COULD YOU DO IT TO ME* (Columbia 38-07735)	Regina Belle	DEBUT	
79	*LIVING IN THE LIMELIGHT* (Jive 1090-7-JAA)	Glenn Jones	DEBUT	
80	*SAY IT AGAIN* (Arista AS1-9636)	Jermaine Stewart	DEBUT	
81	*I NEED MONEY BAD* (Mercury 870 160-7)	John Whithead	DEBUT	
82	*BRING THE NOISE* (Def Jam/Columbia 44-07491)	Public Enemy	54	7
83	*THANK YOU (FALETTINMEBEMICELFAGAIN)* (Epic 34-07719)	Charlie Singleton & Modern Man	DEBUT	
84	*AIN'T NO WAY* (Atlantic 7-89116)	JEAN Carne	DEBUT	
85	*TEARS MAY FALL* (Tommy Boy 907-7)	T. K. A.	62	6
86	*PARTY REBELS* (Columbia 38-07360)	Centerfold	58	8
87	*LOVER FOR LIFE* (Columbia 38 07742)	Mission	DEBUT	
88	*SUPERBAD* (CBS Assoc./Gold City ZS4 07657)	Chris Jasper	64	17
89	*HEAVY ON MY MIND* (Warner Bros. 7-27974)	Club Nouveau	68	10
90	*PLAY TIME* (MCA 53214)	The Controllers	71	5
91	*HEADING IN THE RIGHT DIRECTION* (Geffen 7-27984-A)	Vaneese Thomas	75	75
92	*EVERYBODY SAY YEAH* (Luke Skyywalker)	Le Juan Love	77	4
93	*TO PROVE MY LOVE* (Warner Bros. 7-28200-A)	Michael Cooper	83	22
94	*PUSH IT* (Next Plateau 50071)	Salt-N-Pepa	84	8
95	*SEASONS CHANGE* (Arista AS1-9640-SA)	Exposé	85	10
96	*I WANT HER* (Vintertainment/Elektra 7-69431)	Keith Sweat	86	20
97	*TURN OFF THE LIGHTS* (Kru'-Cut 006)	World Class Wreckin Cru	87	10
98	*COME INTO MY LIFE* (Sleeping Bag 28)	Joyce Sims	88	18
99	*LET ME TOUCH YOU* (P.I.R./Manhattan P-B-50104)	O'Jays	89	18
100	*OVER YOU* (Geffen 7-28152-A)	Ray Parker Jr. w/Natalie Cole	90	17

ON JAZZ

HORTA HEARS A WHO – Brazilian guitarist Toninho Horta (l), who will be releasing his debut Verve Forecast album, Diamond Land, *in May, chats with Brasilophile Pat Metheny at the sessions.*

GOODMAN VAULTS – When **Benny Goodman** died a couple of years ago, he willed truckloads of materials to Yale University, which established the Benny Goodman Archives. Now Musicmasters, the classical label that has recently begun building up a jazz line (starting from the last album Goodman recorded) is set to begin issuing albums drawn from the more-than 800 hours of tapes in Goodman's private collection, under an exclusive agreement with Yale and the Goodman family. *The BG/Yale Collection,* as the series will be called, will debut in May with a smorgassbord album, *Volume I,* which will include live and studio small-group and big-band sessions recorded between '55 and '86, 15 tracks in all.

"It is an amazing collection, one that will intrigue performers and scholars for generations to come," says **Harold E. Samuels**, music librarian and professor of music at Yale (and, with **Stanley Dance, Morton Gould** and **Loren Schoenberg**, an annotator of the series).

The BG/Yale Collection, Volume I, will be released on Goodman's birthday, May 29.

MAX – Max Gordon opened up the Village Vanguard at Seventh Avenue South and 10th Street during **Franklin Roosevelt**'s first term in office and both he (Max) and the club are still there. The Vanguard, easily the most famous jazz club in the world, is still the quintessential jazz joint: it's smoke-filled, it's dedication is only to music (it's the only club in the city that doesn't sell food and one of the very few that still has three sets a night, seven nights a week), and it still can be something of a bargain (12 bucks is as high as the door charge generally goes and, as long as you keep guzzling down drinks and the line up the steep stairs leading to the club isn't too long, they'll let you stay there through all three sets). The other night, in celebration of Max Gordon's 85th birthday, an impressive selection of well-wishers jammed into the club (early, mind you, Max wasn't going to give up any of his night's business for something like his own 85th birthday party). Among those pounding Max on the back where **Ahmet** and **Nesuhi Ertegun, Alger Hiss, Sylvia Syms, Illinois Jacquet, Professor Irwin Corey, Bobby Short, Jack Rollins, Orrin Keepnews, Jabbo Smith,** and various and sundry other jazz musicians, writers and hangers-on. Max, always glad-hearted at the sight of a packed Vanguard, was beaming.

WORDS FROM WYNTON – Wynton Marsalis is a hard guy to figure out. A perennial Grammy winner, he is not reluctant to denounce NARAS (during a New Music Seminar panel discussion two years ago, Wynton said, "Look at the Grammy Awards show. That's just three hours of pure bullshit. And not just bullshit, but pure rascist bullshit."), but he has yet to give back any of his Grammys. In any case, he won a jazz Grammy again this year, while he was out of the country, and he felt obliged to draft up an acceptance speech. Here it is:

"My tour of Australia prevented me from accepting this Grammy Award in person. This award is particularly special. Receiving eight consecutive Grammy Awards in four years is an affirmation to me, and hopefully a signal to others, that both the National Academy of Recording Arts and Sciences and my peers have a sincere appreciation for quality in American music and that it is not necessary to use gutter language, sexual innuendos and other trendy gimmicks, designed to exploit the immaturity of adolescents, to be a successful recording artist. It is with great pleasure that I accept this Grammy Award."

L.A.-DI-DA-DEE-SHOO-BE-DOO-BE – "The Sounds of Jazz: Live and Recorded" is the name of a 12-session UCLA Extension Class that is going to rev up on March 31 and stay revved every Thurday through June 16. **Charles Weisenberg** is the name of the instructor and $175 is the prices of the fee (excluding the visits to local clubs, where most sessions will take place).

BINGO – Remember **Esther Satterfield?** The woman who sang with **Chuck Mangione** in the '70s (she was on the huge hit, "Land of Make Believe"). Well it seems that a couple of months ago, Esther and her husband, Jake Jordan, were ordered by a Manhattan judge to pay Citibank more than $97,000 that the bank accidentally deposited into their account in 1980. See, Esther and Jake spent the loot, assuming they'd won a sweepstakes (they're big sweepstakes fans). In any case, Esther and Jake had been arrested in 1982 for bank robbery. I guess things just haven't been going that well for Esther Satterfield.

Lee Jeske

CASH BOX JAZZ ALBUMS

Title, Artist, Label, Number, Distributor

• = Available on Compact Disc
• = Platinum (RIAA Certified)
▫ = Gold (RIAA Certified)

		LW	WOC
1	*DIANE REEVES* DIANE REEVES (Blue Note BLT 46906)	1	20
2	*MARSALIS STANDARD TIME VOL. 1* WYNTON MARSALIS (Columbia FC 40461)	3	28
3	*JUST BETWEEN US* GERALD ALBRIGHT (Atlantic 81813)	5	15
4	*COLLABORATION* GEORGE BENSON/EARL KLUGH (Warner Bros. 25580-1)	6	38
5	*STILL LIFE (TALKING)* PAT METHENY GROUP (Geffen GHS 24145)	4	35
6	*DIANE SCHUUR & THE COUNT BASIE ORCHESTRA* (GRP GR 1039)	2	26
7	*RENAISSANCE* BRANFORD MARSALIS (Columbia FC 40711)	9	22
8	*SIESTA* ORIGINAL MOTION PICTURE SOUNDTRACK MILES DAVIS/MARCUS MILLER (Warner Bros.25655)	7	14
9	*BRASIL* THE MANHATTAN TRANSFER (Atlantic 81803)	10	15
10	*AND YOU KNOW THAT* KIRK WHALUM (Columbia FC 40812)	17	6
11	*JOY RYDER* WAYNE SHORTER(Columbia FC 44110)	18	4
12	*PORTRAITS* LEE RITENOUR (GRP 1042)	12	23
13	*GO* HIROSHIMA (Epic FE 40679)	11	32
14	*EVERYNIGHT LIVE AT VINE ST* JOE WILLIAMS (Verve/Polygram 833236)	8	22
15	*KALEIDOSCOPE* MIKE METHENY (MCA/Impulse 42023)	13	7
16	*THE VILLIAGE* HENRY BUTLER (MCA/Impulse 2-8023)	16	17
17	*THE VERY BEST OF GEORGE HOWARD VOL.1* (TBA TBAC 233)	22	4
18	*DUOTONES▫* KENNY G. (Arista AL8 8427)	21	82
19	*GRP SUPER LIVE IN CONCERT* DAVE GRUSIN, LEE RITENOUR CHICK COREA, DIANE SCHUUR TOM SCOTT(GRP GRA -1-1650)	30	3
20	*NORTHERN LIGHTS* DAN SIEGEL (CBS Associated BFZ 44026/E.P.A.)	27	3
21	*TRIBUTE TO COUNT BASIE* GENE HARRIS ALL-STAR BIG BAND (Concord CJ 337)	20	6
22	*STREAMLINES* TOM SCOTT (GRP 1044)	19	19
23	*THE GIFT OF TIME* JEAN-LUC PONTY (Columbia FC 40983)	15	21
24	*STORIES WITHOUT WORDS* SPYRO GYRA (MCA 42046)	14	33
25	*SVINGIN' WITH SVEND* DAVID GRISMAN (MCA Zebra/Acoustic ZEA 42108)	34	2
26	*MICHAEL BRECKER* (MCA/Impulse 5980)	23	46
27	*WALTER BEASLEY* WALTER BEASLEY (Polydor/PG 833866-1)	32	2
28	*TIRAMI SU* AL DI MEOLA (EMI-Manhattan MLT 46995)	31	20
29	*STEPPIN' UP* HANK CRAWFORD/JIMMY MCGRIFF (Milestone M-9153)	24	11
30	*LONG DISTANCE* RICARDO SILVEIRA (Verve Forcast/ Polygram 835 054-2)	DEBUT	
31	*STRAWBERRY MOON* GROVER WASHINGTON, Jr. (Columbia FC 40510)	25	33
32	*CELEBRATION* PAQUITO RIVERA (Columbia FC 44077)	35	2
33	*DISCOVERY* LARRY CARLTON (MCA 42003)	28	36
34	*A CHANGE OF HEART▫* DAVID SANBORN (WarnerBros. 27479-1)	29	60
35	*FULL CIRCLE▫* FULL CIRCLE (Columbia FC 40966)	DEBUT	
36	*BRAZILIAN ROMANCE* SARAH VAUGHAN (CBS Masterworks FM 42519)	26	27
37	*LIVE AT THE ALLEY CAT* CAPP & PIERCE (Concord CJ-336)	33	10
38	*FUTURE EXCURSIONS* HENRY JOHNSON (MCA/Impulse 42089)	38	5
39	*GETTING THERE* JOHN ABERCROMBIE (ECM 833494-1)	36	
40	*ILLUSIONS* ELIANE ELIAS (Denon 33CY-1569/Blue Note BLJ 46994)	37	15

JAZZ FEATURE PICKS

TWILIGHT DREAMS – Lester Bowie's Brass Fantasy – Venture 7 90650 – Producers: Lester Bowie and Brass Fantasy

One of the coolest inside-outside ensembles on the block helps Virgin kick off their new imprint with a wry, swinging, good-time effort, including versions of "Thriller" and "Personality."

IN THE TOWNSHIPS – Dudu Pukwana – Venture 7 90884 – Producers: John Jack, Steve Verroca

Hot South African free-bop alto man, a longtime London resident, returns to his roots with a bright, rhythmic, jazz/South African sound.

DANCING IN THE DARK – Sonny Rollins – Milestone M-9155 – Producers: Sonny and Lucille Rollins

The Great Man in a typical brew, featuring some, but not quite enough, garangtuan tenor playing (not nearly as much as on last year's *G-Man*).

HARLEM BLUES – Donald Byrd – Landmark 1516 – Producer: Orrin Keepnews, Donald Byrd

Veteran trumpeter returns, gingerly, to his hard bop roots, with a super-tidy young hard-bop band (Kenny Garrett, Mulgrew Miller, Rufus Reid and Marvin "Smitty" Smith) in tow.

ILLUMINATION – Elements – RCA Novus 3031 – Producers: Mark Egan, Danny Gottlieb

Part-fusion, mostly-new age blend from bassist Mark Egan, drummer Danny Gottlieb and several of the usual suspects.

THE OTHER SIDE OF SONDHEIM – Jane Harvey – Atlantic 81833 – Producer: Jane Harvey

Veteran songstress in a tasty, heartfelt album of Sondheim dittie

GATEWAY – Peter Kater – Gaia 9006 – Producers: Peter Kater, Christine White

Crystalline, melodic ne age/fusion from a tunefu pianist/composer.

THE INDEPENDENT WAY

IAC Committee Meets; Officially Joins NARM

Independent Action Committee chairman Phil Jones of Fantasy Records got the third meeting of the full committees off to a flying start with a pep talk reminescent of Knute Rockne at his "win one for the Gipper" best. Among the points Jones made in his opening remarks was the importance of continuing to come together (independent labels and distributors) with positive energy; and the fact that in the short four months of their existance as a unit they had made impressive headway in furthering the independent cause. Said Jones, "We are certainly getting more press than we ever commanded in the past."

Jones pointed out that the IAC had been invited to formally affiliate with the National Association of Recording Merchandisers, and the affiliation became official upon the taking of a nearly unanimous show-of-hands vote.

In discussing the phenomenon of successful independent artists showing up on major labels, Jones stated that some people were so low that they would steal a dead fly from a blind spider. That statement was appreciated by the attendees, many of whom had been through losing either viable artists or viable labels over the past several years. Tony Delasandro was congratulated for his response to Robert Boziak's commentary, and Cash Box was thanked for its continued participation in, and support of, the IAC and the entire independent record industry.

Also discussed was the possibility of labels pooling together to hire a professional to create a product presentation video that could be presented at next year's NARM. This seemed to be very acceptable to those in attendance.

Eddie Holland, of the famous writing team of Holland, Dozier, Holland, was present. Holland sat in on the promotion committee meeting and later accepted an offer to become a member of the action committee.

SALES AND MARKETING

The meeting of the joint sales and marketing sub-committees started with Eric Paulson briefly going over the agenda from the committee's last meeting in North Carolina. He introduced the topics that he wanted to discuss in this meeting, to clarify objectives and to analyze recommendations and suggestions. Also discussed were the do's and don'ts of the independent record distribution business.

Jenienne Leclercq took the floor. She went on to discuss the possibility of a brochure package that the distributors could send to the manufacturers (and visa-versa) consisting of the needs and expectations of each other in order to make a better working situation. It was also brought out that the brochure should include the different steps in the marketing of successful product. It was agreed that better communication is a necessary factor in the overall scheme of things. In looking toward the future, there was talk of a need for more viable product advertising, more CD releases, and development of catalogue product.

PROMOTION

John Saistone, chairman of the promotion sub-committee, reported that his members had had a very productive meeting and had succeeded in establishing a conference call system. The first such call is to take place on Thursday afternoon, with such distributors participating as Big State and M.S., among others. Following that call, manufacturers will have access to a conference call in order to discuss marketing strategy, potential new releases and current status of released product. A list of each distributor's promotion people, their direct phone numbers and FAX numbers, is being compiled. Standard release sheets are being developed to assist the distributor in more effectively marketing and promoting the product. Also in the works is a common tracking sheet for the purpose of more accurate follow-up on airplay impact at the retail level as product is added to playlists.

In bringing this session to a close, it was said that, "We (the independents) must crawl before we can walk," but, to this reporting observer, it seems evident that the attendees, radiating positive energy, will not have sore knees from crawling for very long.

The next meeting is scheduled to take place prior to the NAIRD convention on May 12th in New Orleans.

Indie Groove

I got those low down recovering from convention blues. I got those real low down, recovering from convention blues. And there ain't nobody else to write the doggone news.

Item: Distributors' Report. Both Navarre Corporation and Big State Distributors FAXed in their report sheets too late to be included in last week's listing. In order to recognize their participation, here is a brief analysis of their reports. Big State reported only album sales as follows: **Rock/Pop** – Cover Girls *Show Me* on Fever/Sutra; Mason Williams with Mannheim Steamroller *Classical Gas* on American Gramaphone; and *California Raisins* on Priority Records. In **R&B** albums, Big State also reports *Show Me* as his best moving product, followed by Betty Wright's new and extremely hot *Mother Wit* on Steve Alaimo's Vision label and Just Ice's *Cool & Deadly* from Fresh/Sleeping Bag.

Navarre also reported *Classical Gas* in **Rock/Pop**, following it with Salt-n-Pepa's still selling *Hot, Cool & Viscious* on Next Plateau and *Nevillization II* by the Neville Brothers on Spindle Top Records. In the **R&B album** category, Navarre gave its nod to Anita Baker's *Songstress* LP on Beverly Glen Records, as well as to Dunhill Compact Discs for its digitally remastered *The Genius of Ray Charles* in Volumes I and II and 4th and Broadway's *Paid In Full* by those rascals of rap, Eric B. & Rakim.

Under the **Jazz** heading, Navarre joined three other reporting distributors in selecting Alphonse Mouzon's *Early Spring* on the Optimism label. (By the way, the title song has just been selected by National Public Radio (NPR) as the theme it will use under its coverage of the national presidential campaign and election.) Also reported in the jazz category was *Deep Breakfast* by Ray Lynch on Music West and *Second Chance* by Oceans on the Breeze label. Big State liked Denon's self-titled release *Elaine Elias*, on CD only, as its number one mover, followed by TBA's *The Very Best of George Howard* and the Hank Crawford/Jimmy McGriff opus *Steppin' Up* on Fantasy's Milestone label.

Big State passed on the New Age category, but Navarre selected Higher Octave's *Apuremac* by Cusco and Ray Lynch's *Deep Breakfast* on Music West as their first and second big sellers, respectively, followed by *Fresh Aire IV* by Mannheim Steam Roller on American Gramaphone in the third spot.

The categories of Reggae, Gospel/Christian, Comedy/Novelty, Country and Spoken Word/Children are covered in this issue. Our full report will return next week. A minimum of two selections will be required for the product to appear on the report.

Item: The Welk Record Group tugs on heartstrings with its CD release of 22 digitally remastered Doris Day recordings to the accompanyment of the Van Alexander Orchestra and the Page Cavenaugh Trio. This is a mid-line CD on the Hindsight label, which ought to do well in suburban malls across America, and should get adult contemporary airplay as well. Memories are made of this.

Item: Two timeless summa cum laude graduates of the bebop school of jazz appear in new releases from Landmark and Milestone (both distributed by Fantasy Records) in the form of *Harlem Blues* by Donald Byrd and *Dancing In the Dark* by Sonny Rollins. According to Gene Ferriter, Cash Box's own jazz chart expert, both these albums are getting multiple reports from around the country and ought to be debuting in the next week or two.

Item: Apologies to *Don't Lets Start* a 12-inch single by They Might Be Giants on Bar-None Records, which was reported on Valley Record Distributors' report last week. Apparently, the star we used to indicate its presence was of the falling variety.

Phyl

Phyllis J. Wickham

COLLEGE / AOR

DAVID ROTER METHOD
Bambo
Unknown Tongue/Perpetual Disk (PDI-9016A)

Under the Disney parody cover is a top-notch musical effort by a group who will undoubtably find their way to the top. The harmonys are tight and sure, the guitar licks in the mode of a cross between Jimmy Page and Brian May. The request lines should light up.

TYRANNY
Manipulator
JCI Records (JCI-9016)

Tyranny is a tight metal band whose music reflects the influences of Judas Priest and Ozzy Osbourne. The title cut, "Manipulator," gives a new meaning to the word *energy*. It is obvious why this band named themselves Tyranny . . . they are definitely in charge.

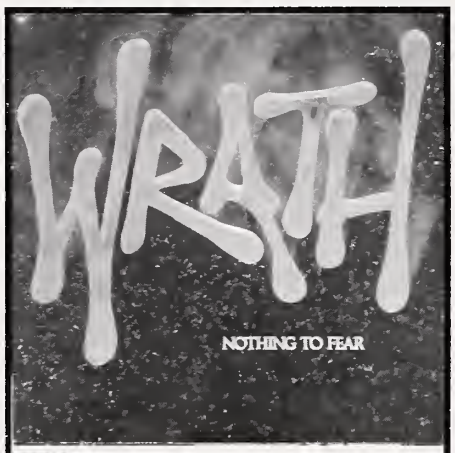
THE ACCELERATORS
Profile PRO-1246

The Accelerators combine southern rock, rockabilly, and a mid-sixty's melodic sensibility resulting in an album that is a shoe-in for the college radio market. A highlight is the remake of The Boxtop's classic "The Letter." The band also has opened for the likes of Huey Lewis, John Cougar Mellancamp, and Nick Lowe.

ALBUM OF THE MONTH

THE BAGS
Rock Starve
Restless (72233-1)

The Bags continue to impress. They've put together a full course meal on this album, eight songs per side, each a Bags' metal rocker with strong vocals and messages from social statements to personal insights. AOR should be delighted. Special cut: "Pioneer."



WRATH
Nothing To Fear
Medusa Records (72222-1)

This album, produced by Ronnie Montrose, is full of slick guitar work with screaming vocals by Gary Golwitzer. ~~"Incinerator/Caustic Sleep" has a beautiful acoustic intro which leads into bashing, headbanging rock. Perfect for metal maniacs.

RODS AND CONES
Invasion
New Breed/Profile (PAL-1252B)

Highly recommended cut: the jammin' fast-paced "The Cool Feel Of Brick" on side 2. But give this whole set a listen. Some creative rock and roll with overtones of deep 'James Brown Soul' roots.

XCHECKER
Jaguar Love
Progressive Records (EB-7002)

The alternative radio version of the Eurythmics, with a touch of Cindi Lauper. Heavy metal guitar and driving percussion. Lead vocals by Cindy Silk with Xchecker mate Carl Brad on vocals, keyboards, bass and drums. Plenty of other highly capable musicians on the set. Background vocals by Wendy Stormy and Kevin Reach.

FLASH COOLEY & THE DEANS OF DISCIPLINE
Horror-Glitter-Transvesto-Billy
CBGB/Celluloid Records

Mix up a batch of rockabilly, blend well with heavy metal guitar and songs with lyrics that are not likely to be played on conventional radio, stir in some gospel-style back-up harmony and bake the whole thing in the oven backstage at the Rocky Horror Picture Show.

LOUIS AND CLARK
Walkin' Down Your Street/Silence
Posh Boy (PB-12008)

The danceable cover of The Bangles hit extrapolates and improves on the original; a solid upbeat version in a 'one-way' three-minute mix that ought to have PDs and DJs listening and *playing* and *reporting*. A Louis and Clark original rocker, "Silence," rounds out this E.P.

PARADE
Love And War
Dangerous Rhythm (DRRR19)

This album is a keeper. Its live feel and thought-provoking lyrics instantly endear the listener. The title track "Love And War" is smooth and extremely accessible, while "Prisoners Of Our Dreams" has a hard edge that only Parade can supply. Formerly Pariah, Parade is definitely a band to look out for.

SPLATCATS
Feelin' Bitchy
Moving Target/Celuloid (MT-016)

Heavy Metal Rock and Roll with a sense of humor and a youthful spirit. Vocals are raw around the edges, but that is the charm of this still-developing band. The have presented some intense playing on this album, and some creative piano rifting serves as 'fill' between cuts. Listen, there's a lot here to like.

DISTRIBUTORS' REPORT

Gospel / CHRISTIAN Albums (LC, Cassette, CD)	SCHWARTZ BROTHERS Lanham, Maryland	BIG STATE DIST. Dallas, TX	CALIFORNIA RECORD DISTS. Glendale, California	D&H DISTRIBUTING Harrisburg, PA	ENCORE DISTRIBUTORS Long Island, New York	GEMINI DISTRIBUTING Norcross, Georgia	GREAT BAY DISTS. Baltimore, Maryland	JEM RECORDS, INC. S. Plainfield, NJ	JEM RECORDS, INC. Reseda, California	JFL DISTRIBUTORS Miami, Florida	MALVERNE DISTS. Long Island City, NY	MOTOR CITY DISTS. Detroit, Michigan	M.S. DISTRIBUTORS Elk Grove Village, IL	MUSIC DISTRIBUTORS Grand Prairie, TX	NAVARRE CORPORATION Minneapolis, MN	VALLEY DISTRIBUTORS Woodland, California	ACTION MUSIC SALES Cleveland, Ohio	TOTAL DISTRIBUTORS REPORTING
Hold Up The Light NEW JERSEY MASS CHOIR – Light Records										★								1
On The Winning Side COMMISSION – Light Records										★								1
Autograph ANDREA CROUCH – Light Records										★								1
One Day At A Time CHRISTIE LANE – K-Tel												★						1
Where I Belong CHRISTIE LANE – K-Tel												★						1
Jesus Is Love HAROLD E. THOMAS – Black Label												★						1
Victory Shall Be Mine REV. EARNEST DAVIS – Sweet Rain Records													★					1
From The Ship REV. CLAY EVANS – Savoy Records			★										★				★	3
Caught Up In The Rapture REV. JEFF BANKS – Savoy Records			★										★					2
Feel The Spirit SHIRLEY CEASAR & AL GREEN – K-Tel							★											1
Treasures SHIRLEY CEASAR – Coast-To-Coast							★											1
Tribute To Elvis JORDANAIRES – Step One Records									★									1
Righteous Metal VARIOUS ARTISTS – Arrival Records									★									1
The Rock Of Gospel VARIOUS ARTISTS – K-Tel									★									1
Live In Miami, Florida FLORIDA MASS CHOIR – Malaco Records			★														★	2
Be Encouraged VICKIE WINANS – Light Records	★																★	2
Reggae																		
Yellow Like Cheese YELLOWMAN – Ras						★				★							★	3
Positive BLACK UHURU – Ras		★				★							★					3
Early Records ITALS – Night Hawk Records						★												1
Amazulu AMAZULU – Mango																	★	1
Heartbeat Reggae HEARTBEAT SAMPLER – Heartbeat																	★	1
Watchman Of The City GREGORY ISAACS – Rohit		★							★				★			★		4
Talk Don't Bother Me GREGORY ISAACS – SKD									★									1
Blueberry Hill YELLOWMAN – Rohit									★									1
Jimmy Cliff JIMMY CLIFF – Mango							★											1
Africa LJAHMAN – Ras													★					1
Dance Classics VARIOUS ARTISTS – Sleeping Bag											★							1
A Me Name Tiger TIGER – Ras										★								1
Going To The Chapel YELLOWMAN – Shanachie										★								1
Comedy NOVELTY																		
That's Not Funny, That's Sick NATIONAL LAMPOON – Visa Records									★									1
California Raisins CALIFORNIA RAISINS – Priority							★											1
Almost Live JONATHAN BRANDMEIER – Brandmeier													★					1
Best of Volume I HUDSON/LANDRLY – Dore Records													★					1
Country																		
Country Collection VARIOUS ARTISTS – K-Tel									★									1
Greatest Hits RAY PRICE – Step One									★									1
Breakin' The Routine THE KENDALLS – Step One									★									1
Fair And Square JIMMY DELL GILMORE – Hightone	★	★																2
Children's / Spoken Word																		
Learn Spanish Conversaphone (CD)						★												1
An Evening With Peter Sellers BBC (LP & Cassette)									★									1
Smack My Crack VARIOUS ARTISTS – Glorieno Poetry									★									1
Things We Said Today Beatles – Cicadelic (LP)									★									1
Fantasia (Soundtrack) Disney (all formats)													★					1
Disney Collection Vol. I Disney (CD)													★					1
Mary Poppins VARIOUS ARTISTS – Disney (LP & Cassette)													★					1

BAKER & TAYLOR AUDIO & NAVARRE CORPORATION

"JAZZ, NEW AGE OR WHAT"

Chicago, IL – On Thursday March 10th, Baker & Taylor Audio and Navarre Corporation held a seminar for retailers entitled "Jazz, New Age or What", at B & T's Chicago branch. The joint effort was the brainchild of Steve Harkins and Rich Krupa of B & T, and Navarre's Chris Stimson. The goal was to bridge the gap between retail and radio on what is new age music, how to merchandise it, and how radio stations program this format. To achieve this goal a panel of radio programmers and representatives from Chicago and Milwaukee new age stations gave insights on what music they played and on which direction their stations were going. The participants were Erv Jezek, Satelite Music Network; Rick O'Dell, WCLR; John Radford and Sil Scaglione, WNUA; Danya Calderon, WBEZ, public radio; and Steve Amann and Bill Harman, WBZN.

The points the panelists agreed on were the need for retail and radio to communicate with each other. The new age-light jazz-contemporary vocal format will be the format of the 90's and will be adult comtemporary music of the 90's. Because of the formats newness it will take time to mature; the programmers are currently writing the rules and guidelines with each day. With this in mind, both radio and retail will develop this music in the marketplace and on the air. This will call for the availability of playlists for retailers and listeners; stations receiving feedback on sales from retailers; and announcers informing audiences on selections they have played.

Panelists were split on automated versus live announcers. Satelite Music Network's formula is to make music the star. Their research had indicated people had tired of DJ's. WCLR and WBZN found it essential to inform their audience beyond simply giving artists and titles.

After a question and answer period, Breeze Recording Artists, – OCEANS performed and energetic and tasty set featuring songs from their newly released album, *Second Chance*.

Michael Bashkin

READ THE INDEPENDENT WAY

NEW RELEASES

CLASSICAL

Chilingirian String Quartet
SCHUBERT/ THE LAST THREE STRING QUARTETS
Nimbus NI 5048/49

The last four years of Schubert's life saw the creation of his greatest masterpieces, works marked by an intense lyricism and an attention to textural detail. His treatment of subject matter achieved an emotion and poetic level unknown in the composer's music prior to 1824. To this period between 1824 and 1828 the A minor, D minor, and G major quartets belong, alongside the last three sonatas for piano (D.958,959,960), the *Wanderer Fantasy* for piano, the 9th Symphony, the song cycle *Winterreise*, the two Piano Trios (D.898,929), and the String Quintet in C major.

The Chilingirian String Quartet approach these three early Romantic Period works without the excessive 'angst' that can bog down performances of music of this time. They play with fire and emotion when called for, especially at the opening of the D minor, and, in the tradition of the renowned Amadeus Quartet, they show great eloquence and restraint during the spun-out melodies of the slow movements. This is Schubert explored with a complete range of emotion and virtuosity. Highly recommended for chamber music and Schubert afficionados alike.

Gary Starr

FOR ECLECTIC TASTES

Ronald Reagan Slept Here
RICH LITTLE AND OTHERS
Dr. Dream Records (DDLP8708)

Produced by Earle Doud, who has 15 solid political comedy albums to his credit, this one arrives during the primary campaigns. The lead track is Rich Little as Ollie North in "The Oliver North Show." In the very funny "Contra Rap," Little plays President Reagan, Oliver North, President Nixon, President Ford and President Carter. A must for Rich Little fans, as well as for those who appreciate political satire. DJ's might find some good 'fill' fun in programming various short cuts.

Tarz-io
TARZ-IO
Insomniac Records (INS410)

This is an album that doesn't quite know what it wants to be when it grows up. But that's not necessarily a crime. In fact, it could help. Several cuts meet the criteria for country airplay, a few sound right for college radio, and then there's the innuendo filled novelty jukebox song "Makin' Ends Meet" (which does have good Seeberg potential). All this in an album package that features a pizza with toppings for everyone. Maybe that is meant to be a clue to what's inside. Tarz-io has an interesting voice . . . sort of a mixture of Roy Orbison and Billy Joel with a dash of George Jones. Listen to "Crazy Eyes," "Southbound Train" and "Roadside" for an idea of Tarzio's writing ability in various categories. DJ and potential distributor copies are available through Insomniac, Box 408 Mott Farm Road, Tomkins Cove, NY 10986 (1-800-367-0744).

Hot Chili Mama
BEAUSOLEIL
Arhoolie (5040)

Beausoleil is, in just about everybody's opinion, *the* Cajon band. They are the essence of the Louisiana bayou experience and they like their music as speecy, spoosy, spicy as Alka-Seltzer's famous TV meatball. *Hot Chili Mama* fullfils any yen for back porch fiddlin', combined with some sassy horn licks and plenty of guitar pickin', swamp style. This album has been getting Mississippi delta area radio play, but should be good cross country as balancing on college and AOR stations. The music is uniquely American, and true to its traditional roots. Michael Doucet and the rest of Beausoleil have recorded quite a slice of Louisiana history. It makes for fine listening.

Liberty
ROBERT HUNTER
Relix Records (RRLP 2029)

Robert Hunter, veteran lyricist for The Grateful Dead, has written a wry and engaging collection of songs for himself. Notable are "Cry Down The Years" and "Deny." On this LP, Hunter sings and plays guitar accompanied by Dead guitarist Jerry Garcia, with Michael White on bass, David Mann on drums and Rick Meyers on piano and vocals.

CASH BOX TOP RETAIL VIDEO CASSETTES

		Last Week	Total Weeks
1	**LADY AND THE TRAMP** Walt Disney Home Video 582	1	4
2	**JANE FONDA'S LOW IMPACT AEROBIC WORKOUT** Lorimor Home Video 070	2	4
3	**CALLANETICS** MCA Home Video	3	4
4	**DIRTY DANCING** Vestron Video 6013	6	4
5	**JANE FONDA'S NEW WORKOUT** Lorimor Home Video 069	5	4
6	**AN AMERICAN TAIL** MCA Home Video 80536	4	4
7	**STAR TREK IV – THE VOYAGE HOME** Paramount Home Video 1797	8	4
8	**ROBOCOP** Orion Home Video 8610	9	4
9	**PINK FLOYD THE WALL** MGM/UA Home Video 400268	14	4
10	**THE GODFATHER** Paramount Home Video 8049	7	4
11	**PLATOON** HBO Video 0040	10	4
12	**KATHY SMITH'S BODY BASICS** JCI Video 8111	19	4
13	**THE SOUND OF MUSIC** CBS/Fox Home Video 1051	13	4
14	**MARY POPPINS** Walt Disney Home Video 23	15	4
15	**KATHY SMITH'S STARTING WORKOUT** Fox Hills Video FH1027	11	4
16	**SLEEPING BEAUTY** Walt Disney Home Video 476	16	4
17	**THE WIZARD OF OZ** MGA/UA Home Video 60001	17	4
18	**ELVIS '56** Media Home Ent M470	DEBUT	
19	**CROCODILE DUNDEE** Paramount Home Video 32029	20	4
20	**GREATFUL DEAD SO FAR** 6 West Home Video SW-5701	23	4
21	**SCARFACE** MCA Home Video 80047	18	4
22	**ALICE IN WONDERLAND** Walt Disney Home Video 36	24	2
23	**PLAYBOY 1988 PLAYMATE VIDEO CALENDAR** Larimar Home Video 524	22	4
24	**DORF ON GOLF** J2 Communications J2-0009	26	4
25	**TOP GUN** Paramount Home Video 1629	12	4
26	**ONE VOICE** CBS Fox Video 5150	DEBUT	
27	**NO WAY OUT** HBO Video 0051	DEBUT	
28	**PREDATOR** CBS-Fox Video 1526	21	4
29	**LOST BOYS** Warner Bros. Home Video 11748	DEBUT	
30	**PINOCCHIO** Walt Disney Home Video 239	25	4

CASH BOX TOP RENTAL VIDEO CASSETTES

		Last Week	Total Weeks
1	**PLATOON** HBO Video 0040	1	4
2	**ROBOCOP** Orion Home Video 8610	3	4
3	**DIRTY DANCING** Vestron Video 6013	2	4
4	**NO WAY OUT** HBO Video 0051	8	4
5	**LA BAMBA** RCA/Columbia Pictures Home Video 6-20854	5	4
6	**PREDATOR** CBS-Fox Video 1526	6	4
7	**SPACEBALLS** MGM/UA Home Video 90179	4	3
8	**ROXANNE** RCA/Columbia Home Video 6-20853	7	4
9	**THE BIG EASY** HBO Video 0052	12	2
10	**LETHAL WEAPON** Warner Home Video 11709	10	4
11	**DRAGNET** MCA Home Video 45030	9	4
12	**NADINE** CBS-Fox Video 3841	15	2
13	**THE SECRET OF MY SUCCESS** MCA Home Video 80637	11	4
14	**LOST BOYS** Warner Bros. Inc. 11748	DEBUT	
15	**OUTRAGEOUS FORTUNE** Touchstone Home Video 569	13	4
16	**REVENGE OF THE NERDS II: NERDS IN PARADISE** CBS-Fox Video 1514	17	2
17	**HARRY AND THE HENDERSONS** MCA Home Video 80677	16	4
18	**JAWS THE REVENGE** MCA Home Video 80723	19	4
19	**SUMMER SCHOOL** Paramount Home Video 1518	18	4
20	**RAISING ARIZONA** CBS-Fox Video 5191	21	4
21	**DISORDERLIES** Warner Home Video 11752	14	3
22	**THE FOURTH PROTOCOL** Lorimor Home Video 320	20	4
23	**THE BELIEVERS** HBO Video 0034	23	4
24	**THE MONSTER SQUAD** Vestron Video 6014	24	3
25	**TIN MEN** Touchstone Home Video 571	22	4
26	**IN THE MOOD** Lorimor Home Video 475	26	4
27	**ANGEL HEART** IVE 60460	27	4
28	**A PRAYER BEFORE DYING** Samuel Goldwyn Virgin Vision 70050	DEBUT	
29	**HOLLYWOOD SHUFFLE** Virgin Vision 70032	29	4
30	**THE BUDDY HOLLY STORY** RCA/Columbia Pictures Home Video 6-20801	28	4

CASH BOX TOP 40 COMPACT DISCS

		LW	WOC
1	**DIRTY DANCING** ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6402-2-R)	1	26
2	**FAITH** GEORGE MICHAEL (Columbia Ck 40867)	2	18
3	**KICK** INXS (Atlantic 2-81796)	3	18
4	**...NOTHING LIKE THE SUN** STING (A&M CD 6402)	4	22
5	**CLOUD NINE** GEORGE HARRISON (Dark Horse/Warner Bros. 2-25643)	6	18
6	**NEVER DIE YOUNG** JAMES TAYLOR (Columbia CK 40851)	5	5
7	**NOW AND ZEN** ROBERT PLANT (EsParanza/Atlantic 7 90863-2)	16	2
8	**PAST MASTERS VOLUME II** THE BEATLES (Parlophone/Capital CDP 7 90044-2)	DEBUT	
9	**SKYSCRAPER** DAVID LEE ROTH (Warner Bros. 25671-2)	7	7
10	**THE JOSHUA TREE** U2 (Island 2-90581)	8	52
11	**LONESOME JUBILEE** JOHN COUGAR MELLENCAMP (Mercury 832 465-2)Pol	9	28
12	**PAST MASTERS VOLUME I** THE BEATLES (Parlophone/Capital CDP 7 90043-2)	DEBUT	
13	**WHENEVER YOU NEED SOMEBODY** RICK ASTLEY (RCA 6822-2-R)	11	3
14	**BAD** MICHAEL JACKSON (Epic EK 40600)	10	27
15	**PHANTOM OF THE OPERA** ORIGINAL LONDON CAST(Polydor/PG 831-272-2)	13	4
16	**BLOW UP YOUR VIDEO** AC/DC (Atlantic 2-81828)	12	3
17	**GOOD MORNING, VIETNAM** ORIGINAL MOTION PICTURE SOUNDTRACK (A&M CD 3913)	15	7
18	**A MOMENTARY LAPSE OF REASON** PINK FLOYD (Columbia CK 40599)	15	27
19	**APPETITE FOR DESTRUCTION** GUNS & ROSES (Geffen 2-24148)	23	4
20	**TUNNEL OF LOVE** BRUCE SPRINGSTEEN (Columbia CK 40999)	17	23
21	**OUT OF THE BLUE** DEBBIE GIBSON (Atlantic 2-81780)	22	4
22	**TIFFANY** TIFFANY (MCA MCAD 5793)	19	11
23	**HYSTERIA** DEF LEPPARD (Mercury 830 675 2)	18	31
24	**WHITESNAKE** (Geffen 24099-2)	21	48
25	**INTRODUCING THE HARDLINE ACCORDING TO** TERRENCE TRENT D'ARBY (Columbia CK 40964	28	3
26	**INSIDE INFORMATION** FOREIGNER (Atlantic 2-81808)	20	10
27	**WHITNEY** Whitney Houston (Arista ARCD-5732)	26	42
28	**IT'S BETTER TO TRAVEL** SWING OUT SISTER (Mercury 832 213-2)POL	32	2
29	**CHER** CHER (Geffen 24164-2)WEA	34	2
30	**BORN TO BE BAD** GEORGE THOROGOOD AND THE DESTROYERS (EMI-Manhattan 2-46973-2)	29	4
31	**CHRONICLES** STEVE WINWOOD (Island/Warner Bros 2-25660)	24	19
32	**ROBBIE ROBERTSON** (Geffen 2-24160)	27	19
33	**ELTON JOHN LIVE IN** AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA (MCAD 8022)	25	9
34	**ALL OUR LOVE** GLADYS KNIGHT & THE PIPS (MCA MCAD 42004)	30	8
35	**CHARACTERS** STEVIE WONDER (Motown 6248 MD)	31	15
36	**PERMANENT VACATION** AEROSMITH (Geffen 24162-2)WEA	36	28
37	**ABBEY ROAD** THE BEATLES (Parlophone/Capital CDP 7-46446-2)	37	21
38	**DOCUMENT** R.E.M. (I.R.S. IRSD 42059/MCA)	33	27
39	**DUOTONES** KENNY G (Arista ARCD 8427)	40	52
40	**CANCIONES DE MI PADRE** LINDA RONSTADT (Elektra 2-60765)	38	9

THE CASH BOX TOP 40 COMPACT DISCS CHART IS BASED ON SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

CASH BOX TOP 100 ALBUMS

THE CASH BOX TOP 200 ALBUMS CHART IS BASED SOLELY ON ACTUAL PIECES SOLD AT RETAIL STORES.

Title, Artist, Label, Number, Distributor
■ = Platinum (RIAA Certified)
□ = Gold (RIAA Certified)

		LW	WOC
1	■ *DIRTY DANCING 9.98* ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6408-1-R)RCA	1	26
2	*FAITH* GEORGE MICHAEL (Columbia OC 40867)CBS	2	18
3	*BAD* MICHAEL JACKSON (Epic OE 40600)CBS	4	27
4	*KICK 9.98* INXS (Atlantic 81796-1)WEA	3	20
5	■ *NOW AND ZEN 9.98* ROBERT PLANT (EsParanza/Atlantic 7 90863-1)WEA	13	3
6	*SKYSCRAPER 9.98* DAVID LEE ROTH (Warner Bros. 25671-1)WEA	5	8
7	*HYSTERIA 9.98* DEF LEPPARD (Mercury 830 675-1)POL	7	32
8	*TIFFANY 8.98* (MCA 5973)MCA	6	24
9	*WHENEVER YOU NEED 8.98 SOMEBODY* RICK ASTLEY (RCA 6822-1-R)RCA	10	9
10	■ *GOOD MORNING, VIETNAM 9.98* ORIGINAL MOTION PICTURE SOUNDTRACK (A&M SP 3913)RCA	14	7
11	*...NOTHING LIKE THE SUN 10.98* STING (A&M SP 6402)RCA	9	22
12	■ *APPETITE FOR DESTRUCTION 8.98* GUNS AND ROSES (Geffen GHS 24148)WEA	15	30
13	*HOT, COOL, AND VICIOUS 8.98* SALT N PEPA(Next Plateau PL 1007)IND	11	29
14	■ *MAKE IT LAST FOREVER 8.98* KEITH SWEAT (Elektra 60763)WEA	16	15
15	*THE LONESOME JUBILEE 8.98* JOHN COUGAR MELLENCAMP (Mercury 832 465-1)POL	8	29
16	*OUT OF THE BLUE 8.98* DEBBIE GIBSON (Atlantic ATL 81780)WEA	12	30
17	■ *BLOW UP YOUR VIDEO 9.98* AC/DC (Atlantic 81828-1)WEA	21	5
18	*WHITESNAKE 9.98* (Geffen 24099)WEA	18	50
19	*TUNNEL OF LOVE* BRUCE SPRINGSTEEN (Columbia OC 40999)CBS	19	23
20	■ *INTRODUCING THE HARDLINE ACCORDING TO* TERRENCE TRENT D'ARBY(Columbia BFC 40964)CBS	24	23
21	*PERMANENT VACATION 8.98* AEROSMITH (Geffen GHS24162)WEA	22	28
22	*WHITNEY 9.98* WHITNEY HOUSTON (Arista AL-8405)RCA	20	41
23	■ *PRIDE 8.98* WHITE LION (Atlantic 81768)WEA	25	20
24	■ *THE JOSHUA TREE 9.98* U2 (Island/Atlantic 90581)WEA	28	52
25	■ *RICHARD MARX 8.98* (Manhattan ST 53049)CAP	32	40
26	*NEVER DIE YOUNG* JAMES TAYLOR (Columbia FC 40851)CBS	26	7
27	*CLOUD NINE 8.98* GEORGE HARRISON (Dark Horse/Warner Bros. 25643)WEA	17	19
28	*HEAVEN ON EARTH 8.98* BELINDA CARLISLE (MCA 42080)MCA	27	23
29	*JODY WATLEY 8.98* (MCA 5898)MCA	30	54
30	*BORN TO BE BAD 8.98* GEORGE THOROGOOD & THE DESTROYERS (EMI-Manhattan E1-46973)CAP	29	8
31	*INSIDE INFORMATION 9.98* FOREIGNER (Atlantic 81808)WEA	31	14
32	■ *KINGDOM COME 8.98* (Polydor 835 368-1)POL	61	2
33	*EXPOSURE 8.98* EXPOSÉ (Arista 8441)RCA	33	57
34	■ *THE LION AND THE COBRA* SINÉAD O'CONNOR (Chrysalis BFV 41612)CBS	37	8
35	*PHANTOM OF THE OPERA* ORIGINAL LONDON CAST (Polydor 831273-1)POL	35	6
36	■ *DAYDREAMING 8.98* MORRIS DAY (Warner Bros. 25651-1)WEA	49	3
37	■ *LET IT LOOSE* GLORIA ESTEFAN AND MIAMI SOUND MACHINE (Epic OE 40769)CBS	45	41
38	*ALL OUR LOVE 8.98* GLADYS KNIGHT & THE PIPS (MCA 42004)MCA	34	17
39	■ *MORE DIRTY DANCING 9.98* ORIGINAL MOTION PICTURE SOUNDTRACK (RCA 6965-1-R)RCA	87	2
40	*THE HUNGER* MICHAEL BOLTON (Columbia BFC40473)CBS	42	24
41	■ *CHER 8.98* (Geffen 24164)WEA	44	19
42	*A MOMENTARY LAPSE OF REASON* PINK FLOYD (Columbia OC 40599)CBS	23	27
43	*CHARACTERS 9.98* STEVIE WONDER (Motown 6248ML)MCA	36	17
44	■ *TEAR DOWN THESE WALLS 9.98* BILLY OCEAN (Jive/Arista JL-8495)RCA	74	2
45	*ONCE BITTEN 8.98* GREAT WHITE (Capitol ST12565)CAP	38	36
46	■ *EYES OF A STRANGER 8.98* THE DEELE (Solar ST72555)CAP	57	5
47	*TELL IT TO MY HEART 8.98* TAYLOR DAYNE (Arista AL 8529)RCA	41	10
48	*SO FAR, SO GOOD...SO WHAT! 8.98* MEGADETH (Capitol C1-48148)CAP	39	8
49	■ *SURFING WITH THE ALIEN 8.98* JOE SATRIANI (Relativity/Important 8193)IND	66	6
50	■ *ROCK OF LIFE 9.98* RICK SPRINGFIELD (RCA 6620-1-R)RCA	55	5
51	■ *PEBBLES 8.98* (MCA 42094)MCA	64	6
52	*BACK FOR THE ATTACK 8.98* DOKKEN (Elektra 60735)WEA	47	18
53	*RAPTURE 8.98* ANITA BAKER (Elektra 9-60444)WEA	43	103
54	*L.A. GUNS 8.98* (Vertigo 834 144-1)POL	54	8
55	*IT'S BETTER TO TRAVEL 8.98* SWING OUT SISTER (Mercury 832 213-1)POL	40	31
56	*DUOTONES 8.98* KENNY G (Arista AL8 8427)RCA	50	60
57	*TANGO IN THE NIGHT 9.98* FLEETWOOD MAC (Warner Bros.. 25471-1)WEA	51	48
58	*ALWAYS & FOREVER¤ 8.98* RANDY TRAVIS (Warner Bros. 25568-1)WEA	59	45
59	*CANCIONES DE MI PADRE 8.98* LINDA RONSTADT (Asylum 60765-1)WEA	58	16
60	*ACTUALLY 9.98* PET SHOP BOYS (EMI/Manhattan ELT 46972)CAP	46	27
61	*BETE NOIRE 8.98* BRYAN FERRY (Reprise 25598)WEA	62	19
62	■ *LITA 8.98* LITA FORD (Dreamland/RCA 6397-R-A)RCA	67	5
63	*SAVAGE 9.98* EURYTHMICS (RCA 6794-1-R)RCA	63	14
64	*DOCUMENT 8.98* R.E.M. (I.R.S. 42059)MCA	56	27
65	■ *HOW YA LIKE ME NOW 8.98* KOOL MOE DEE (Jive 1079-1-J)RCA	70	18
66	*ELTON JOHN LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA 10.98* ELTON JOHN (MCA 2-8022)MCA	52	36
67	*I'M THE MAN 8.98* ANTHRAX (Megaforce/Island 90685)WEA	65	15
68	*CHRONICLES 8.98* STEVE WINWOOD (Island/Warner Bros. 25660)WEA	60	19
69	*UNLIMITED! 8.98* ROGER (Reprise 25496)WEA	48	18
70	*80'S LADIES 8.98* K.T. OSLIN (RCA 5924-1)RCA	71	17
71	*SUBSTANCE 1987 12.98* NEW ORDER (Qwest 25621-1)WEA	68	31
72	*BIG GENERATOR 8.98* YES (Atco 90522)WEA	53	24
73	*YOU CAN DANCE 9.98* MADONNA (Sire 25535-1)WEA	69	17
74	*KISS ME, KISS ME, KISS ME 9.98* THE CURE (Elektra 60737-1)WEA	72	41
75	*ROBBIE ROBERTSON 8.98* (Geffen GHS 24160)WEA	73	20
76	*MAN OF COLOURS* ICEHOUSE (Chrysalis OV 41529)CBS	79	23
77	*LESS THAN ZERO* ORIGINAL MOTION PICTURE SOUNDTRACK (Def Jam/Columbia SC 44042)CBS	77	16
78	*ONE GOOD REASON* PAUL CARRACK (Chrysalis BFV 41578)CBS	75	10
79	*CREST OF THE KNAVE* JETHRO TULL (Chrysalis OV 41590)CBS	76	25
80	*EVERLASTING 8.98* NATALIE COLE (Manhattan ST 5309)CAP	78	33
81	*LOVE IS SUCH A FUNNY GAME 8.98* MICHAEL COOPER (Warner Bros. 25653)WEA	81	14
82	*COMING AROUND AGAIN 8.98* CARLY SIMON (Arista AL-8443)RCA	80	49
83	■ *IN MY TRIBE 8.98* 10,000 MANIACS (Elektra 60738)WEA	90	8
84	*FREHLEY COMET LIVE + 1 6.98* ACE FREHLEY (Megaforce/Atlantic 81826)WEA	86	5
85	■ *THE SEVENTH ONE* TOTO (Columbia FC 40873)CBS	91	2
86	*KILL 'EM ALL 8.98* METALLICA (Elektra 60766)WEA	82	8
87	*SIGN "O" THE TIMES 15.98* PRINCE (Paisley Park/Warner Bros. 25577-1)WEA	83	50
88	*TOUCH THE WORLD* EARTH, WIND & FIRE (Columbia FC 40596)CBS	84	19
89	*CRAZY NIGHTS 8.98* KISS (Mercury 832 622-1)POL	88	25
90	*BAD ANIMALS 8.98* HEART (Capitol PJ 12546)CAP	85	43
91	*SHOW ME 8.98* THE COVER GIRLS (Fever/Sutra SFS 004)IND	92	31
92	■ *DIESEL AND DUST* MIDNIGHT OIL (Columbia BFC 40967)CBS	105	7
93	*HEARSAY* ALEXANDER O'NEAL (Tabu FZ 40320)CBS	93	33
94	*EARTH•SUN•MOON 8.98* LOVE AND ROCKETS (Big Time 6058-1)RCA	89	22
95	*THE CALIFORNIA RAISINS 8.98* (Priority 9706)CAP	94	11
96	■ *MAGIC 8.98* THE JETS (MCA 42085) MCA	104	21
97	*LIVING LARGE 8.98* HEAVY D. AND THE BOYZ (MCA 5986)MCA	100	24
98	*SHARP 8.98* ANGELA WINBUSH (Mercury 832 733-1 Q1)MCA	101	22
99	*BRASIL 9.98* THE MANHATTAN TRANSFER (Atlantic 81803)WEA	98	17
100	*UNCHAIN MY HEART 8.98* JOE COCKER (Capitol CLT 48285)CAP	99	17

CASH BOX TOP ALBUMS/101 to 200

		LW	WOC
101	**MUSIC FOR THE MASSES 8.98** DEPECHE MODE (Sire 25614-1)WEA	96	23
102	**BUSTER POINDEXTER 8.98** (RCA 6633-1-R)RCA	97	14
103	**LET ME TOUCH YOU 8.98** THE O'JAYS (Philadelphia Int'l/EMI ST 53036)CAP	102	42
104	**GLOBE OF FROGS 8.98** ROBYN HITCHCOCK (A&M SP 5182)RCA	138	2
105	**IF I SHOULD FALL FROM GRACE WITH GOD 8.98** THE POGUES (Island 90872)WEA	151	2
106	**IF YOU CANT LICK'EM... LICK'EM 9.98** TED NUGENT (Atlantic 81812)WEA	108	5
107	**LA BAMBA 9.98** ORIGINAL MOTION PICTURE SOUNDTRACK (Slash/Warner Bros. 25605)WEA	103	37
108	**GRACELAND• 9.98** PAUL SIMON (Warner Bros. 25447) WEA	111	81
109	**TO HELL WITH THE DEVIL 9.98** STRYPER (Enigma PJAS 73237)CAP	107	11
110	**BABYLON AND ON 8.98** SQUEEZE (A&M SP 5161)RCA	95	26
111	**STARFISH 8.98** THE CHURCH (Arista AL-8521)RCA	162	3
112	**DANA DANE WITH FAME 8.98** DANA DANE (Profile 1233)IND	112	27
113	**RED 8.98** THE COMMUNARDS (London 42106)MCA	113	8
114	**FLOODLAND 8.98** THE SISTERS OF MERCY (Elektra 60762-1)WEA	110	8
115	**BORN TO BOOGIE 8.98** HANK WILLIAMS, JR (Curb 25593)WEA	115	35
116	**GIRLS, GIRLS, GIRLS 8.98** MOTLEY CRUE (Elektra 60725-1)WEA	114	43
117	**PAID IN FULL 8.98** ERIC B AND RAKIM (4th & B' Way 40005)WEA	116	33
118	**GOIN' OFF 8.98** BIZ MARKIE (Cold Chillin' 25675-1)WEA	DEBUT	
119	**SWING STREET 8.98** BARRY MANILOW (Arista AL-8527)RCA	121	16
120	**ONE HEARTBEAT 8.98** SMOKEY ROBINSON (Motown 6226 ML)MCA	120	48
121	**THE BEST OF OMD 8.98** ORCHESTRAL MANOEUVRES IN THE DARK (Virgin/A & M SP5186)RCA	DEBUT	
122	**BIRTH, SCHOOL, WORK, DEATH** THE GODFATHERS (Epic BFE 40946)CBS	129	5
123	**FOREVER YOURS** TONY TERRY (Epic BFE 40890)CBS	109	10
124	**LOOK WHAT THE CAT• 8.98 DRAGGED IN** POISON (Enigma ST 12523)CAP	117	84
125	**THE FINAL COUNTDOWN** EUROPE (Epic BFE 40241)CBS	119	63
126	**GOOD LOVE 8.98** MELI'SA MORGAN (Capitol CLT 46943)CAP	124	16
127	**SLIPPERY WHEN WET• 8.98** BON JOVI (Mercury 830 264-1M-1)POL	127	82
128	**HOLD YOUR FIRE 9.98** RUSH (Mercury 832 464-1)POL	126	27
129	**GARAGE DAYS REVISITED 5.98** METALLICA (Elektra 60757)WEA	123	29
130	**IN FULL EFFECT 8.98** MANTRONIX (Capitol C1-48336)CAP	DEBUT	
131	**HENRY LEE SUMMER** (CBS Associated BFZ 40895)CBS	157	3
132	**INTO THE WOODS 9.98** ORIGINAL CAST RECORDING (RCA Victor 6796-1-RC)RCA	169	2
133	**POSITIVE 8.98** PEABO BRYSON (Elektra 60753-1)WEA	130	7
134	**THE SINGLES 9.98** THE PRETENDERS (Sire 25664)WEA	128	18
135	**VITAL IDOL** BILLY IDOL (Chrysalis OV 41620)CBS	118	25
136	**WINDHAM HILL RECORDS 9.98 SAMPLER 88** VARIOUS ARTISTS (Windham Hill WH-1065)RCA	136	5
137	**SEXAPPEAL 9.98** GEORGIO (Motown 6229 ML)MCA	131	17
138	**STACEY Q 9.98** STACEY Q (Profile PRO 1217)WEA	145	5
139	**BIGGER AND DEFFER** L.L. COOL J (Def Jam FC 40793)CBS	132	41
140	**JUST US 8.98** ALABAMA (RCA 6495-1)RCA	133	23
141	**THE ROAD 8.98** THE KINKS (MCA 42107)MCA	122	6
142	**POP GOES THE WORLD 8.98** MEN WITHOUT HATS (Mercury 832 730-1)POL	135	9
143	**KOOL & DEADLY 8.98** JUST-ICE (Fresh LPRE-5)IND	143	9
144	**CASUAL GODS 8.98** JERRY HARRISON (Sire 25663-1)WEA	147	7
145	**GREATEST HITS, VOL. 2 8.98** GEORGE STRAIT (MCA 42035)MCA	154	2
146	**SUPER BAD** CHRIS JASPER (CBS Associated BFZ 44053)CBS	140	7
147	**MOTHER WIT 8.98** BETTY WRIGHT (Vision/MS. B. 3301)IND	159	4
148	**OPEN SESAME 8.98** WHODINI (Jive JL-8494)RCA	134	24
149	**STRANGEWAYS, 8.98 HERE WE COME** THE SMITHS (Sire/Warner Bros. 25649)WEA	138	25
150	**LOVE CHANGES 8.98** KASHIF (Arista AL-8447)RCA	142	18
151	**ONE LORD, ONE FAITH, 11.98 ONE BAPTISM** ARETHA FRANKLIN (Arista AL-8497)RCA	144	16
152	**THE HOUSE OF DOLLS 8.98** GENE LOVES JEZEBEL (Geffen GHS 24171)WEA	149	21
153	**WOW 8.98** BANANARAMA (London 828-061-1 R-1)POL	150	26
154	**LETHAL 8.98** U.T.F.O.(Select Set 12619)POL	151	28
155	**SPANISH FLY** LISA LISA AND CULT JAM (Columbia 40477)CBS	137	47
156	**HOT AUGUST NIGHT II** NEIL DIAMOND (Columbia C2X 40990)CBS	153	18
157	**TRIO 8.98** DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS (Warner Bros. 25491)WEA	148	13
158	**IN THE DARK 9.98** GRATEFUL DEAD (Arista AL-8452)RCA	141	36
159	**SHE'S HAVING A BABY 8.98** ORIGINAL MOTION PICTURE SOUNDTRACK (I.R.S. IRS-6211)MCA	164	2
160	**ALL THE BEST 9.98** PAUL McCARTNEY (Capitol CLW48287)CAP	158	15
161	**GO** HIROSHIMA (Epic FE 40679)CBS	139	33
162	**YOYO 8.98** BOURGEOIS TAGG (Island 90638-1)WEA	152	20
163	**POETIC CHAMPIONS 8.98 COMPOSE** VAN MORRISON (Mercury 832 585-1)POL	156	25
164	**COLLABORATION 8.98** GEORGE BENSON & EARL KLUGH (Warner Bros. 25580)WEA	155	39
165	**EYE OF THE HURRICANE 8.98** THE ALARM (I.R.S. 42085)MCA	165	20
166	**MILES 8.98** MILES JAYE (Island 90615)WEA	163	15
167	**SERIOUS SLAMMIN' 9.98** POINTER SISTERS (RCA 6562-1)RCA	DEBUT	
168	**KING'S RECORD SHOP** ROSANNE CASH (Columbia FC 40777)CBS	180	2
169	**SOLITUDE STANDING 8.98** SUZANNE VEGA (A&M SP 5136)RCA	166	46
170	**CRUSHIN' 8.98** THE FAT BOYS (Tin Pan Apple 831 948-1)POL	161	42
171	**THE RIGHT NIGHT AND BARRY WHITE 8.98** BARRY WHITE (A&M SP 5154)RCA	160	21
172	**SCARLETT AND BLACK 8.98** (Virgin 1-90647)WEA	DEBUT	
173	**I'M COMIN' 8.98** BOOGIE BOYS (Capitol CL 46917)CAP	DEBUT	
174	**AND YOU KNOW THAT!** KIRK WHALUM (Columbia FC 40812)CBS	DEBUT	
175	**KOHUEPT** BILLY JOEL (Columbia CX2 40996)CBS	167	21
176	**DISCOVERY 8.98** SHANICE WILSON (A&M SP 5128)RCA	169	18
177	**THE PEOPLE WHO GRINNNED 8.98 THEMSELVES TO DEATH** THE HOUSEMARTINS (Elektra 9 60761-1)WEA	170	21
178	**DOOR TO DOOR 8.98** THE CARS (Elektra 60747-1)WEA	168	29
179	**TOGETHER AGAIN 8.98** THE TEMPTATIONS (Motown 6246ML)MCA	173	22
180	**SKINNY & PROUD 8.98** SKINNY BOYS (Jive 1077-1-J)RCA	171	17
181	**TOUCH 8.98** LAURA BRANIGAN (Atlantic 81747)WEA	175	33
182	**GREATEST HITS, 9.98 VOL. III 1979-1987** ELTON JOHN (Geffen GHS 24153)WEA	174	20
183	**BACK IN THE HIGH LIFE• 8.98** STEVE WINWOOD (Island/Warner Bros. 25448-1) WEA	176	89
184	**SURVEILLANCE 8.98** TRIUMPH (MCA 42083)MCA	172	18
185	**CONTAGIOUS 8.98** THE BAR-KAYS (Mercury 830 305-1)POL	178	19
186	**IF I WERE YOUR WOMAN 8.98** STEPHANIE MILLS (MCA 5996)MCA	182	40
187	**THE BIG THROWDOWN 8.98** LEVERT (Atlantic 81773-1)WEA	181	33
188	**GUESS WHO'S COMIN' TO THE CRIB?** FULL FORCE (Columbia FC 40894)CBS	177	19
189	**LIVE IN THE RAW 8.98** W.A.S.P. (Capitol CLT 48053)CAP	184	25
190	**OUTSIDE LOOKING IN 8.98** BoDEANS (Reprise/Slash 25029-1)WEA	179	26
191	**IT JUST GETS BETTER 8.98 WITH TIME** WHISPERS (Solar ST-72554)CAP	185	47
192	**ALPHABET CITY 8.98** ABC (Mercury 832 391-1)POL	188	32
193	**JONATHAN BUTLER 8.98** (Jive/RCA 1032-1-J)RCA	191	42
194	**CIRCUMSTANTIAL EVIDENCE 8.98** SHALAMAR (Solar ST 72556)CAP	194	18
195	**FREE AS A BIRD 8.98** SUPERTRAMP (A&M SP 5181)RCA	183	22
196	**INVISIBLE TOUCH• 9.98** GENESIS (Atlantic 81641) WEA	195	92
197	**LIFE AS WE KNOW IT•** REO SPEEDWAGON (Epic FE 40444)CBS	187	56
198	**LICENSED TO ILL•** BEASTIE BOYS (Def Jam BFL 40238)CBS	190	71
199	**WHITNEY HOUSTON• 8.98** (Arista AL8-8211) RCA	196	157
200	**THE BIG EASY 8.98** ORIGINAL MOTION PICTURE SOUNDTRACK (Antilles/Island AN 7087)IND	189	25

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

10,000 Maniacs 83
ABC 192
AC/DC 17
Aerosmith 21
Alabama 140
The Alarm 156
Anthrax 67
Astley, Rick 9
Baker, Anita 53
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Jasper, Chris 146
Jaye, Miles 166
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Poindexter, Buster 102
Poison 124
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Prince 87
R.E.M. 64
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Roger 69
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CASH BOX TOP 12" DANCE SINGLES

		LW	WOC
1	**GIRLFRIEND** PEBBLES (MCA -23794)	2	17
2	**TRAMP/PUSH IT** SALT-N-PEPA (Next Plateau NP 50063)	1	21
3	**PERFECT LOVER** COMPANY B (Atlantic 0-86619)	4	8
4	**MAGIC CARPET RIDE** BARDEUX (Synthicide 71302-0)	3	4
5	**FATHER FIGURE** GEORGE MICHAEL (Columbia 44-07574)	10	4
6	**I WANT TO BE YOUR PROPERTY** BLUE MERCEDES (MCA 23817)	7	7
7	**OUT OF THE BLUE** DEBBIE GIBSON (Atlantic 0-86621)	9	6
8	**THINKING OF YOU** EARTH WIND & FIRE (Columbia 44-07566)	12	4
9	**FISHNET** MORRIS DAY (Warner Bros. 0-20778)	14	4
10	**DON'T MAKE A FOOL OF YOURSELF** STACEY Q (Atlantic 0-86616)	16	4
11	**SOME KIND OF LOVER** JODY WATLEY (MCA 23816)	5	11
12	**NAUGHTY GIRL** Samantha Fox (Jive/RCA 1084-1)	19	5
13	**TEARS MAY FALL** T. K. A. (Tammy Boy TB-901)	11	9
14	**WISHING WELL** TERENCE TRENT D'ARBY (Calimbia 44 07475)	17	6
15	**LOOK WHAT YOU STARTED** TEMPTATIONS (Matawn 4598MG)	18	7
16	**ROCKET 2 U** THE JETS (MCA 23822)	28	3
17	**SAVIN' MYSELF** ERIA FACHIN (Critique 0-96724)	15	4
18	**PARTY PEOPLE** ROYAL HOUSE (Idler/Warlack War-015	23	4
19	**GOING BACK TO CALI'** L.L. COOL J (Def Jam/Columbia 44-07563)	29	4
20	**NEVER CAN SAY GOODBYE** COMMUNARDS (MCA 23812)	6	6
21	**DON'T LOCK ME OUT** Terry Billy (Atlantic 0-86623)	13	9
22	**I WANT HER** KEITH SWEAT (Vintertainment/Elektra 80-66788)	20	17
23	**NEVER GONNA GIVE YOU UP** RICK ASTLEY (RCA 6784-1-RD)	22	17
24	**MOVE THE CROWD/ PAID IN FULL** Eric B. & Rakim (4th & B'way/Island 456)	26	5
25	**CAN'T WAIT** NANCY MARTINEZ (Atlantic 0-86626)	8	6
26	**DEVIL INSIDE** INXS (Atlantic 0-86622)	32	4
27	**PUMP UP THE VOLUME** M/A/R/R/S (4th & B'WAY/Atlantic 452)	27	15
28	**PINK CADILLAC** NATALIE COLE (EMI-Manhattan V-56084)	34	3
29	**DREAMIN' OF LOVE** STEVIE B (LMR 4001)	40	2
30	**MIRACLES EXPLODE** TINA B (Criminal cr12-019)	33	3
31	**LEAVE IT ALL BEHIND** TOLGA (Cutting CR-216)	31	3
32	**PROVE YOUR LOVE** TAYLOR DAYNE (Arista ADI 9677)	42	2
33	**PLAYTHING** REEBIE JACKSON (Columbia 44-07560)	35	3
34	**MAN IN THE MIRROR** MICHAEL JACKSON (Epic 40 07510)	37	2
35	**HYPNOTIZE** TASTE-T-LIPS (Mercury 870 169-1)	43	2
36	**I NEED A MAN/ BEETHOVEN** EURYTHMICS (RCA 6820-1-RD)	36	10
37	**WHAT HAVE I DONE TO DESERVE THIS** PET SHOP BOYS (EMI-Manhattan V-56080)	30	16
38	**I NEED SOMEBODY** KECHIA JENKINS (Profile PRO-7180)	38	3
39	**LIVE MY LIFE** Boy George (Virgin 0-96728)	24	9
40	**CALL ME** SPAGNA (Epic 49 07573)	45	2
41	**DA' BUTT** E.U. (EMI Manhattan V-56083)	DEBUT	
42	**EASY TO TOUCH** PROMISE CIRCLE (Atlantic 0-86618)	21	7
43	**BEDROCK** Geargl (Matawn 4603MG)	DEBUT	
44	**I'M THE ONE WHO REALLY LOVES YOU** MEL & KIM (Atlantic 0-86627)	25	10
45	**HOT HOT HOT** THE CURE (Elektra 0-66783)	DEBUT	
46	**LOVE OVERBOARD** GLADYS KNIGHT & THE PIPS (MCA L33-17431)	41	18
47	**LOVIN ON NEXT TO NOTHIN'** GLADYS KNIGHT & THE PIPS (MCA 23804)	DEBUT	
48	**COME INTO MY LIFE** JOYCE SIMS (Sleeping Bag six-28)	39	15
49	**RESCUE ME** LISA MITCHELL (Jump Street JS-1013)	46	8
50	**TWILIGHT WORLD** SWING OUT SISTER (Mercury/PolyGram 870015-1)	44	10

NEW 12" RELEASES

KENNE (YORK'S RECORDS YRC-786-47)
WHAT IS HE TO YOU (12" Extended Club Version) (5:50) (York Records Inc., Music) (ASCAP) (Dr. York) (Producer: Dr. York)

GIORGE PETTUS (MCA MCA-23848)
CAN YOU WAIT (12" Extended Version) (6:06) (MCA Music Publishing, A Division Of MCA, Inc./Gaidi Publishing/Mandels Music) (ASCAP) (Giroge Pettus) (Producer: Louil Silas, Jr.)

JUNIOR (LONDON 886 234-1)
YES(IF YOU WANT ME) (12" Extended Vocal Version) (5:34) (Perfect Punch Music/Pet Me Music Publishing) (BMI) (Stephen Broughton Lunt-Arthur Stead) (Producer: Stephen Broughton Lunt)

WEATHER GIRLS (COLUMBIA 44 07567)
LAND OF THE BELIEVER (12" Version) (4:35) (Forceful Music(Adminstered By Willesden Music Inc.) Willesden Music Inc.) (BMI) (Full Force) (Producer: Full Force)

RANDY HALL (MCA MCA-23840)
SLOW STARTER (12" Extended Dance Version) (7:39) (Rahs Music/Black Lion Music/ Captain Z Publishing) (BMI/ASCAP) (Randy Hall-Attala Zane Giles) (Producer: Randy Hall)

NEW ORDER (QWEST PRO-A-3037)
BLUE MONDAY (12" Extended Club Version) (7:27) (Bemusic PRS Adminstered By WB Music Corp.) (ASCAP) (New Order) (Producer: New Order)

JILL JONES (PAISLEY PARK 0-20825)
FOR LOVE (12" 4-Play Remix Version) (7:24) (White Fox Publishing/Controversy Music) (ASCAP) (Jill Jones-Prince) (Producers: David Z.-Jill Jones-Prince

BLUE MERCEDES (MCA MCA-23853)
I WANT TO BE YOUR PROPERTY (12" Street Latin Wolff USA Mix) (6:50) (Magnet Music Ltd./Theobalds Music Inc.) (PRS/ASCAP) (Titlow-Duncan Millar) (Producers: Phil Harding-Ian Curnow)

TASTE-T-LIPS (MERCURY 870 169-1)
HYPNOTIZE (12" Club Mix) (5:32) (Devil Eyes Music) (PRO) (M. Thornhill-G. Crescenza) (Producers: Teneen Ali-G. Crescenza-A.Bellami)

GEORGE HOWARD (MCA MCA-23839)
LOVE WILL CONQUER ALL) (12" Version) (3:58) (Brockman Music/Dyad Music Ltd./King Arthur Music) (ASCAP/BMI) (Lionel Richie-Greg Phillinganes-Cynthia Weil) (Producer: George Howard)

MOST ACTIVE

EARTH, WIND & FIRE–Thinking Of You–Columbia

STRONG ACTIVITY

THE JETS–Rocket 2 U–MCA
TAYLOR DAYNE–Prove Your Love–Arista
TIGHTEN UP"I JUST CAN'T STOP DANCIN"–Wally Jump Jr–Criminal
AL B. SURE–Nite And Day–WB
BIG PIG–Breakaway–A&M
DA'BUTT–E.U.–Capitol

CLUB PICK

Just A Memory–Bridgett Grace–Orphan
Maxx "Wax" Olston
Club: Spins
Washington, D.C.
Comments:
"This One Is What Dance Music Is All About. Hard Hitting, Driving Rhythms That Captivate A Dance Crowd!"

RETAILER'S PICK

Something Just Ain't Right–Keith Sweat–Elektra
V.I.P Records
Manager: Kelvin Anderson
Location: Long Beach, Ca.
Comments:

"Another Great Song From This Sensational Album. All Indicators Point Toward Superstar Status For This Young Man. He Is Our Top Seller In Albums, CD's, 45's And 12 Inchs. The Album Will Be One Of The Biggest Sellers For 1988!"

Tiny Tim Re-emerges In Country Music!

As the current wave of nostalgia for the 50's and 60's continues to grow, yet another product of that era of long hair and love beads is poised for newly-found stardom...the inimitable *Tiny Tim!*

You read it right! The singer who created an international sensation with his "Tiptoe Through The Tulips" single and countless network TV appearances has just released a country single for the Nashville-based NLT records entitles "Leave Me Satisfied," which is already making an impact on country record charts and radio playlists across the nation.

The ukulele-strumming entertainer is also scheduled to appear as a headliner at the upcoming Brighton Music Festival, one of England's most prestigious musical events, a performance which will coincide with the release of the film "Street Of Dreams," a two and one-half hour music documentary, in which Tiny Tim is the featured artist. Tiny Tim has just reurned from London where he did all the press and TV promotionn for the Brighton Festival.

Although Tiny's re-emrgence as a country singer may be surprising to some, NLT Records President Gordon D. Stinson said, "I am confident that country fans and radio personnel will quickly warm to this unique entertainer. Tiny has always been a gret admirer of all types of music, but he's always had a particular fondess for country."

Outstanding producer Dan Mitchell is very pleased with Tiny's single product and is working hard toward the completion of Tiny Tim's album for NLT Records which is scheduled for release in mid-April. "It has been a real pleasure working with this talented, intelligent and dedicated legend of the music business. Frankly, I was quite surprised when Gordon Stinson told me who I was scheduled to produce. But, thanks to Tiny Tim's serious effort, it has been a highly successful effort for all involved. We have been getting great response back from radio, and the record has only been out there a few days. The Corbitt Company in Nashville is handling the coordination of distribution on the single and, from all indications, has a good deal of distributing to do."

That Tiny Tim is one of the phenomenal talents of our era, there can be little doubt. Howver, when one listens to him sing his new traditional country song, there is a revelation which takes place. Initially, many will want to listen out of curiosity...expecting the falsetto voice so many remember from the 1960's Tiny Tim. But, when the needle is dropped on the disc, many mouths drop open, too. You will her a baritone vocal which still has the natural vibrato and a unique sound, and you will hear Tiny Tim doing a tight country song his way. But, then...Tiny has become a legend by doing things his way. Tiny Tim is a pleasant surprise for country music!

Pictured above is Tiny Tim and Frieda S. Green, who is President of the Tiny Tim Fan Club. Anyone wishing to join the Fan Club may write the following address:

Tiny Tim International Fan Club,
Frieda S. Green, President
P.O. Box 362
Dickson, TN. 37055

CASH BOX COUNTRY ALBUMS

Title, Artist, Label, Number, Distributor — MARCH 26, 1988

* = Available on Compact Disc
• = Platinum (RIAA Certified)
◘ = Gold (RIAA Certified)

		LW	WOC
1	**ALWAYS AND FOREVER•** RANDY TRAVIS (Warner Bros. 25568-1)	2	44
2	**WILD EYED DREAM** RICKY VAN SHELTON (Columbia FC 40602)	1	52
3	**80'S LADIES** K.T. OSLIN (RCA 5924-1)	3	36
4	**KING'S RECORD SHOP** ROSANNE CASH (Columbia FC 40777)	4	35
5	**BORN TO BOOGIE•** HANK WILLIAMS, JR. (Warner Bros./Curb 1-25593)	6	35
6	**GREATEST HITS, VOL. 2◘** GEORGE STRAIT (MCA 42035)	5	26
7	**THE LAST ONE TO KNOW** REBA McENTIRE (MCA 42030)	7	26
8	**CHILL FACTOR** MERLE HAGGARD (Epic FE 40986)	8	14
9	**CHISELED IN STONE** VERN GOSDIN (Columbia FC 40982)	10	7
10	**TOO WILD TOO LONG** GEORGE JONES (Epic FE 40781)	13	7
11	**THE ROYAL TREATMENT** BILLY JOE ROYAL (Atlantic America 90658-1)	9	17
12	**PONTIAC** LYLE LOVETT (MCA/Curb 42028)	12	8
13	**JUST US◘** ALABAMA (RCA 6495-1)	14	23
14	**THE BEST** DAN SEALS (Capitol CLT 48308)	11	17
15	**LOVE ME LIKE YOU USED TO** TANYA TUCKER (Capitol CLT 46870)	16	32
16	**HILLBILLY DELUXE◘** DWIGHT YOAKAM (Reprise/Warner Bros. 25567-1)	15	46
17	**HIGHWAY 101** HIGHWAY 101 (Warner Bros. 1-25608)	18	36
18	**UNTASTED HONEY** KATHY MATTEA (Mercury/Polygram 832 793-1)	17	20
19	**HEARTLAND * ◘** THE JUDDS (RCA/Curb 5916-1)	19	58
20	**TRIO * •** D.PARTON, L.RONSTADT, E.HARRIS (Warner Bros. 25491-1)	20	53
21	**SHELTER FROM THE NIGHT** EXILE (Epic FE 40901)	23	23
22	**THE DESERT ROSE BAND** THE DESERT ROSE BAND (MCA/Curb 5991)	22	29
23	**STORMS OF LIFE* •** RANDY TRAVIS (Warner Bros. 25435-1)	25	93
24	**CORNERSTONE** HOLLY DUNN (MTM ST-71063)	21	41
25	**SOMEWHERE IN THE NIGHT** SAWYER BROWN (Capitol/Curb CLT 46923)	27	28
26	**IF YOU AIN'T LOVIN' (YOU AIN'T LIVIN')** GEORGE STRAIT (MCA 42114)	36	2
27	**RAINBOW** DOLLY PARTON (Columbia FC 40968)	24	14
28	**GREATEST HITS*◘** REBA McENTIRE (MCA 5979)	28	45
29	**WHEELS *** RESTLESS HEART (RCA 5648)	29	62
30	**BORDERLINE** CONWAY TWITTY (MCA 5969)	33	30
31	**A MAN CALLED HOSS** WAYLON JENNINGS (MCA 42038)	26	17
32	**BLUE SKIES AGAIN** John Anderson (MCA 42037)	32	4
33	**IF MY HEART HAD WINDOWS** PATTY LOVELESS(MCA 42092)	30	6
34	**MAPLE STREET MEMORIES** THE STATLER BROTHERS (Mercury/Polygram 832-404-1)	31	32
35	**YOU AGAIN** THE FORESTER SISTERS (Warner Bros. 25571-1)	35	33
36	**HARD TIMES ON EASY STREET** DAVID LYNN JONES (Mercury/Polygram 832518-1)	37	22
37	**OCEAN FRONT*• PROPERTY** GEORGE STRAIT (MCA 5193)	38	60
38	**THE O'KANES** THE O'KANES (Columbia BL 4059)	34	63
39	**NO EASY HORSES** SCHUYLER, KNOBLOCH & BICKHARDT (MTM ST-71064)	40	19
40	**FOSTER AND LLOYD** FOSTER AND LLOYD (RCA 6372-1)	39	22
41	**LITTLE LOVE AFFAIRS** NANCI GRIFFITH (MCA 42102)	DEBUT	
42	**BRILLIANT CONVERSATIONALIST** T. GRAHAM BROWN (Capitol ST 12552)	41	40
43	**HOLD ON** NITTY GRITTY DIRT BAND (Warner Bros. 25573-1)	44	44
44	**NO REGRETS** MOE BANDY (Curb CRB 10600)	DEBUT	
45	**AFTER ALL THIS TIME** CHARLEY PRIDE (16th Avenue ST-70550)	42	43
46	**GREATEST HITS** STEVE WARINER (MCA 42032)	43	21
47	**EXIT 0*** STEVE EARLE & THE DUKES (MCA 5998)	45	41
48	**GREATEST HITS** JOHN SCHNEIDER (MCA 42033)	48	23
49	**HEARTBEAT** THE OAK RIDGE BOYS(MCA 42036)	47	25
50	**CRAZY FROM THE HEART** BELLAMY BROTHERS(MCA/Curb 42039)	50	15

ALBUM REVIEW

RICKY SKAGGS – Comin' Home To Stay – Epic, E 40623

...And, indeed, Skaggs *is* home to stay! Fine banjo pickin' and fiddle playin' serve to reawaken those old time country roots. Wife Sharon White helps out on "Home Is Wherever You Are," a moving ballad. With two singles already released and doing well, Skaggs should have no problem getting folks to take this album home from the sales shelves. When the listeners hear "Thanks Again," and "Woman You Won't Break Mine," they are bound to be convinced of the bargain in this Ricky

Skaggs LP. Comin' Home To Stay sounds like he's never been away!

ALBUM REVIEW

STEVE WARINER – I Should Be With You – MCA, 42130

Steve Wariner presents us with a tightly crafted package, showcasing both contemporary and traditional country tunes in this latest album product. His current single, "Baby, I'm Yours," is making its way up the chart, and there's more to come. We liked "More Than Enough," "Runnin'," and the title cut, "I Should Be With You." Wariner has been making great strides in the business, and this product proves why. Wariner shows his vocal range on several selections in this LP. He also wrote or co-wrote six of the selections on

this album. Excellent choice for your collection.

CASH BOX COUNTRY SINGLES

MARCH 26, 1988

			Last Week	Total Weeks
1	TURN IT LOOSE (RCA/Curb 3297)	The Judds	3	10
2	LIFE TURNED HER THAT WAY (Columbia 38-07672)	Ricky Van Shelton	1	10
3	LOVE WILL FIND ITS WAY TO YOU (MCA 53244)	Reba McEntire	6	10
4	TOUCH AND GO CRAZY (MCA 53234)	Lee Greenwood	5	14
5	SHOULDN'T IT BE EASIER THAN THIS (16th Avenue PB-70408)	Charley Pride	2	16
6	I WANNA DANCE WITH YOU (RCA 5238-7)	Eddie Rabbitt	8	10
7	FAMOUS LAST WORDS OF A FOOL (MCA 53248)	George Strait	11	8
8	STRANGERS AGAIN (MTM B-72093)	Holly Dunn	10	10
9	SANTA FE (MCA/Curb 53222)	Bellamy Brothers	9	10
10	I'LL ALWAYS COME BACK (RCA 5330-7)	K.T. Oslin	19	8
11	IF OLE HANK COULD ONLY SEE US NOW (MCA 53243)	Waylon Jennings	14	9
12	TIMELESS AND TRUE LOVE (Warner Bros. 7-28125)	The McCarters	13	10
13	THE LAST RESORT (Capitol B-44125)	T. Graham Brown	16	9
14	CRY, CRY, CRY (Warner Bros. 7-28105)	Highway 101	18	7
15	IT'S SUCH A SMALL WORLD (Columbia 38-07693)	Rodney Crowell and Rosanne Cash	17	10
16	TOO GONE TOO LONG (Warner Bros. 7-28286)	Randy Travis	4	16
17	AMERICANA (Curb 10504)	Moe Bandy	23	8
18	YOUNG COUNTRY (Warner Bros./Curb 28120)	Hank Williams, Jr.	25	5
19	IT'S ONLY MAKE BELIEVE (Curb CRB-10501)	Ronnie McDowell	20	10
20	EVERYBODY'S SWEETHEART (RCA 5331-7)	Vince Gill	22	8
21	I'M GONNA GET YOU (RCA 6831-7)	Eddy Raven	26	7
22	IT GOES WITHOUT SAYING (Alpine AP 5008)	Tim Malchak	24	9
23	THIS MISSIN' YOU HEART OF MINE (Capitol/Curb B-44108)	Sawyer Brown	7	17
24	BABY I'M YOURS (MCA 53287)	Steve Wariner	28	6
25	IF MY HEART HAD WINDOWS (MCA 53270)	Patty Loveless	29	7
26	SHE'S NO LADY (MCA/Curb 53246)	Lyle Lovett	30	6
27	ALWAYS LATE WITH YOUR KISSES (Reprise/Warner Bros. 7-27994)	Dwight Yoakam	35	4
28	WILDER DAYS (RCA 5327-7)	Baillie and the Boys	12	14
29	ALL OF THIS AND MORE (Warner Bros. 7-28106)	Crystal Gayle and Gary Morris	32	7
30	THE BEST I KNOW HOW (Mercury/Polygram 870 167-7)	The Statler Brothers	33	6
31	I REMEMBER YOU (MCA 53245)	Glen Campbell	34	6
32	TRUE HEART (MCA 53272)	Oak Ridge Boys	36	5
33	(ANGEL ON MY MIND) THAT'S WHY I'M WALKIN' (Epic 34-07721)	Ricky Skaggs	38	58
34	EIGHTEEN WHEELS AND A DOZEN ROSES (Mercury/Polygram 870 148-7)	Kathy Mattea	42	3
35	I TAUGHT HER EVERYTHING SHE KNOWS ABOUT LOVE (Epic 34-07684)	The Shooters	37	9
36	THE FACTORY (RCA 6832-7)	Kenny Rogers	43	3
37	NO MORE ONE MORE TIME (RCA 6895-7)	Jo-el Sonnier	40	5
38	ONE TRUE LOVE (Columbia 38-07736)	The O'Kanes	41	4
39	BIG OLE TEARDROPS (Step One SOR 383)	Ray Price	44	4
40	FACE TO FACE (RCA 5328-7)	Alabama	15	16
41	I'M GONNA MISS YOU GIRL (Warner Bros. 7-28168)	Michael Martin Murphey	21	19
42	ANGELS LOVE BAD MEN (EMI America B 43042)	Barbara Mandrell	48	3
43	OLD FOLKS (RCA 6896-7-R)	Ronnie Milsap and Mike Reid	58	3
44	JONES ON THE JUKEBOX (MTM PB 72104)	Becky Hobbs	59	3
45	YOU'LL COME BACK (YOU ALWAYS DO) (Mercury/Polygram 870-192-7)	Mel Tillis	51	4
46	YOUR MEMORY WINS AGAIN (MCA 53271)	Skip Ewing	53	4
47	A LITTLE BIT CLOSER (EMI Manhattan B-50112)	Tom Wopat	31	10
48	ANOTHER PLACE, ANOTHER TIME (Capitol B 44131)	Don Williams	63	2
49	CODE OF HONOR (Bear CP 191)	Jerry Cooper	47	6
50	CAN'T STOP NOW (Capitol 7-79257)	New Grass Revival	54	3
51	PERFECT STRANGERS (Capitol B 44134)	Anne Murray (with Doug Mallory)	45	6
52	OUT OF SIGHT AND ON MY MIND (Atlantic America 7-99364)	Billy Joe Royal	64	2
53	I WON'T TAKE LESS THAN YOUR LOVE (Capitol B-44168)	Tanya Tucker with Paul Davis & Paul Overstreet	27	19
54	WHAT SHE IS (IS A WOMAN IN LOVE) (RCA 6894-7)	Earl Thomas Conley	DEBUT	
55	OH WHAT A LOVE (Warner Bros. 7 28173)	Nitty Gritty Dirt Band	39	20
56	FIRST IN LINE (Air 181)	Shurfire	67	3
57	SATISFY YOU (Columbia 38-07757)	Sweethearts of the Rodeo	DEBUT	
58	LIFE IN THE CITY (RCA 5332-7)	Pake McEntire	60	3
59	CHILL FACTOR (Epic 34-07754)	Merle Haggard	71	2
60	LOVE AIN'T MADE FOR FOOLS (Evergreen EV 1067)	Kevin Pearce	62	6
61	HERE'S TO COUNTRY MUSIC (Step One SOR 382)	Hank Thompson	56	5
62	LOVE OF A LIFETIME (Columbia 38-07747)	Larry, Steve, Rudy: The Gatlin Brothers	74	2
63	PUT US TOGETHER AGAIN (Epic 34-07716)	The Goldens	68	3
64	CAROLINA BLUE (Killer K 1009)	The Hinson Brothers	66	4
65	I HEAR THE SOUTH (Shikata SR 10102)	Vassar Clements	70	3
66	I'M A SURVIVOR (Epic 34-07748)	George Jones	76	2
67	HE'S BACK AND I'M BLUE (MCA/Curb 53274)	The Desert Rose Band	DEBUT	
68	WILDFLOWERS (Warner Bros. 7-27970)	Dolly Parton, Linda Ronstadt, Emmylou Harris	DEBUT	
69	I WILL HOLD YOU (16th Avenue B-70407)	Randy VanWarmer	46	6
70	SO FAR NOT SO GOOD (Curb CRB 10506)	Jeff Chance	78	2
71	TRAINS MAKE ME LONESOME (MTM PB-72103)	Marty Haggard	DEBUT	
72	THAT'S NOT EXACTLY WHAT I HAD IN MIND (Art Pro AP 8706)	Allen Pace	73	4
73	WE WERE LOVERS IN THE FIFTIES (TIP TRSS 14288)	Johnny Travis	80	3
74	DEEPEST SHADE OF BLUE (Choice CH 101)	Gail Veach	75	4
75	(HOT DAMA LAMA) IT'S QUITTIN' TIME (16th Avenue PB-70406)	Johnny Russell and Little David Wilkins	79	2
76	MIRRORS DON'T LIE (Columbia 38-07729)	Marty Stuart	82	2
77	I CAN'T TAKE HER ANYWHERE (Anoka AR 221)	Darrell Holt	83	2
78	STRAIGHT FROM MY HEART (Track T 200)	To The Max	81	3
79	I'LL KNOW THE GOOD TIMES (Cannery CA-0402)	Country Bill Nunley	DEBUT	
80	TWINKLE, TWINKLE LUCKY STAR (Epic 34-07631)	Merle Haggard	49	20
81	MUST BE LOVE (Starbrite 4-20388)	Jubal	DEBUT	
82	IF YOU WANT MY LOVE (Playback PL 1306)	Maura Sullivan	89	2
83	OUT OF BEER (Desperado Badlands DSM 1001)	Johnny Paycheck	DEBUT	
84	THAT'S MY JOB (MCA 53200)	Conway Twitty	50	20
85	DO YOU BELIEVE ME NOW (Columbia 38-07627)	Vern Gosdin	52	20
86	SHALLOW WATERS (Gallery II G-007)	Tommy Sheer	DEBUT	
87	FROM THE SWAMPS TO THE HEAVENS (IN A DAY) (NSD 258)	Bobby Yates	DEBUT	
88	I'VE TRIED TO MAKE IT WITH YOU (Wyatt W105)	The Wyatt Brothers	DEBUT	
89	IN THE MORNING (NSD 240)	Johnny Vyers	DEBUT	
90	COUNTRY HIGHWAYS (Southern Sounds 1001)	C.W. Ferrari	90	2
91	I CAN'T HANG ON ANYMORE (True TU 88)	Dennis Payne	55	7
92	CALENDAR BLUES (Maxx M822)	Jill Jordan	57	8
93	TENNESSEE FLAT TOP BOX (Columbia 38-07624)	Rosanne Cash	61	21
94	I JUST CAN'T GET YOU OFF MY MIND (Kottage K 0088)	Kenny Carr	92	2
95	WE'RE GONNA LOVE TONIGHT (Maxx 821)	Don Juan	65	5
96	ONE STEP FORWARD (MCA/Curb 53201)	The Desert Rose Band	69	21
97	TALKIN' TO MYSELF AGAIN (Epic 34-07635)	Tammy Wynette	77	17
98	FEELIN' GOOD (WTM 87-CP-2644)	J.C. Weaver	84	
99	AFTER LAST NIGHT'S STORM (Advantage CP-189)	Ride The River	72	5
100	MR. RIGHT (Evergreen EV 1066)	Billy James	86	4

OUT OF THE BOX

TANYA TUCKER (Capitol, B-44142) **If It Don't Come Easy** (3:55) (Silverline, Songmedia-BMI) (D.L. Gibson, C. Karp) (Producer: J. Crutchfield)

It's a "sassy-lassie" piece of advice from Tanya, who always tells it like it is. You'll find a little bit of boogie in this mid-tempo arrangement with a kickin' beat. There are some brass sounds included in the production. Once again, Tanya Tucker's mastery of the feeling called for by the song lyrics is the outstanding feature of the record. "If it don't come easy, you'd better let it go" are the lyrics. Well, this

one comes easy for Tanya. So, grab a copy and hold on to it!

FEATURE PICKS

NANCI GRIFFITH (MCA, 53306) **I Knew Love** (3:17) (Cavesson-Affiliate Unlisted) (R. Brown) (Producers: T. Brown, N. Griffith)

This is a most effective "groove" for Nanci. It begins with a soft acoustic guitar. Softer, still, are the vocal and lyrics. We love Nanci's country/folk vocal presentation. It's an *honest* song...no frills, but a straight-out statement, with which many will associate. Pleasurable listening in the purest form.

GARY CHAPMAN (RCA, 7601-7-R) **Everyday Man** (3:28) (Riverstone, Meadowgreen-ASCAP) (G. Chapman, J. McPherson) (Producers: G. Chapman, B. Bannister, M. Wright)

RCA newcomer Gary Chapman has a good vocal presentation on this powerful production and song arrangement. The story is about the feelings of love between an "everday man" and his everday wife, but it is told from a third person point of view. "Everyday Man" is more than an everday product for Gary and RCA.

EARL THOMAS CONLEY (RCA, 6894-7-R) **What She Is (Is A Woman In Love)** (4:02) (Jack and Bill, Ranger Bob, Welk-ASCAP; Unichappell-BMI) (B. McDill, P. Harrison) (Producers: E. Gordy, Jr., R.L. Scruggs, E.T. Conley)

The theme of this exceptional song should widely appeal to the ideals of both sexes. It's a story about the satisfaciton of "a woman in love", and a tribute to the belief that love is enough. Earl Thomas Conley's performance is perfect and this should prove to be an extremely popular product. Congratulations all around.

MARKING THE DATE *Denise Oliver, Director of Programming for United Stations Radio Networks offers a toast to Del DeMontreux, host of "Country Datebook", in celebration of "Datebook's" one year anniversary on March 2nd. "Country Datebook", the Networks' daily two-and-a-half minute vignette series spotlighting an important event in Country music 365 days a year airs in over 100 markets across the country.*

THE AWARD WINNERS! *The Nashville Songwriter Association Internatioanl (NSAI) recently held it's annual songwriter awards show, where NSAI members honored writers of the Song of the Year, Paul Overstreet and Don Schlitz, who penned "Forever and Ever, Amen." Schlitz was also named NSAI Songwriter of the Year. Pictured (L to R) are Overstreet, NSAI President Ralph Murphy, NSAI Executive Director Maggie Cavender and Schlitz. Photo by Don Putnam*

NASHVILLE NOTE-ABLES

Eddie Rabbitt in excellent company

Eddie Rabbitt's hot current single, "I Wanna Dance With You," might be more appropriately titled for this picture taken of him at the 1988 Senators' Ski Cup as,"I Wanna Ski With You." The photo was taken at the Park City Ski Area, Utah.

The Senators' Ski Cup, held in late January, is a charity benefit for The Primary Children's Medical Center in Salt Lake City. This yearly charity event attracted many dignitaries, both from the political arena and the music industry including ten senators, the Secretary of the Air Force, the Secretary of Energy, RCA recording artist Eddie Rabbitt, and Frances Preston, CEO of BMI, to mention only a few. The event was created and coordinated by host, Senator Jake Garn of Utah.

BMI, one of the major co-sponsors, provided two nights of entertainment which included a live concert performed by Rabbitt at a local venue, where he debuted cuts off his upcoming RCA LP scheduled for March release.

Shown from left to right: Eddie Rabbitt; Senator Jake Garn/Utah; Frances Preston, CEO of BMI; Stein Eriksen, skiing on Senator Kit Bond's Team.

Meredith Stewart

The MTM Music Group has announced the promotion of Meredith Stewart, formerly Director of Publishing, to Vice President of the MTM Music Group publishing division.

The MTM publishing division includes Lawyer's Daughter Music (BMI), Uncle Artie Music (ASCAP), Blu-Pal Music (SESAC), DebDave/Briarpatch Music (BMI) and Mallven/Cotton Patch Music (ASCAP).

Stewart joined MTM in 1984, coming from Coal Miner's Music, where she was general manager.

EMI Music Publishing, Inc. continues on a hot streak as Charlie Feldman, vice president of the Nashville division announces yet another addition to his staff, appointing Robin Palmer to the position of Professional Manager. She will have numerous responsibilities including song pitching, exploiting the catalogue and working with the EMI staff writers.

"Robin was formerly the professional manager of The Writer's Group, and when we finalized our purchase of the entire Writers Group catalogue, I felt she was one of those people responsible for their success. So naturally, I wanted to bring her over as an addition to our staff. Her contacts will give us wider Nashville coverage in the country market," states Feldman.

The EMI Music cataloge of hits continues to make highly consistent and impressionable marks on the country singles chart with two songs currently in the top 10 including the Paul Overstreet/Don Schlitz chart topper "I Won't Take Less Than Your Love" recorded by Tanya Tucker with Paul Davis and Paul Overstreet and The Judds hit "Turn It Loose" penned by Don Schlitz, Craig Bickhardt and Brent Maher. Following close in the top 10 line is another EMI smash "Wilder Days" written by Craig Bickhardt and M. Bonagura and recorded by Baillie and The Boys.

VINCENT CANDILORA NAMED CHIEF EXECUTIVE OFFICER OF SESAC, INC. – A. H. Prager, chairman and president of SESAC, Inc., has named Vincent Candilora chief executive officer, effective immediately. Mr. Candilora, who joined the staff in 1969, continues to hold the title of executive vice president. Mr. Candilora will continue to work out of the Nashville SESAC office located at 55 Music Square East, Nashville, TN 37203.

Joe Henderson

JOHNNY VYERS

IS LOOKING GOOD WITH

"IN THE MORNING"

NSD-240

PRODUCED BY:

GENE FOSTER

Promotion by:

BETTY GIBSON • CHUCK DIXON • JIMMY PAYNE • BILL WENCE

INDIE SPOTLIGHT

LANE CAUDELL (16th Avenue, 7-79265) **I Need A Good Woman Bad** (3:37) (E.T.C., Famous, Rick Hall-ASCAP) (E.T. Conley, T. Brasfield) (Producer: N. Larkin)

The handsome, former "Days Of Our Lives" actor/singer lends his clear, crisp and controlled vocal to a well-written song to capture the Indie Spotlight. How many guys have made this title statement?! Lane should draw a lot of female response from this selection. Nelson Larkin produces once again! Lane Caudell is a super songwriter, too. That promotes his ability to do vocal justice to the songs he sings.

Just released, this one is beginning to show a lot of radio action already.

INDIE FEATURE PICKS

KIM GRAYSON (Soundwaves, SW-4800-A) **Missin' Texas** (2:58) (MCA-ASCAP) (R. Brown) (Producer: A. Henson)

Sweet, sweet country sounds from a stunningly beautiful little Texas lady. Kim was nominated as one of the 10 finalists for the ACM's New Female Vocalists this year, and we can certainly see why! What a great vocal job on a wonderfully melodic country composition. Smooth and flowing, it's purely pleasurable and a dancer's dream.

ROSEMARY SHARP (Canyon Creek, CCR 88-0210A) **The Stairs** (3:15) (Sweet Tater Tunes-ASCAP) (P. Brown, D. Roberts) (Producer: B. Barton)

The subject matter of this song, wife beating, is a social problem which needs the attention from all of us that Rosemary gives it in her presentation. Rosemary singles out an album cut by Reba McEntire, and does it with a demanding performance. We have the feeling this release *will* draw a lot of attention! Listen and ponder!

Great
We're Having A ~~Good~~ Time
With
"I'LL KNOW THE GOOD TIMES"
the new single from

Country Bill Nunley

on Cannery Records and Tapes

watch for Country Bill Nunley's
"I'll Know The Good Times" music video
on CMTV and premiering on March 26th on
The Nashville Network's Country Clips show
hosted by Shotgun Red

CANNERY™ RECORDS

1105 16th Avenue South
Nashville, TN 37212
615-329-8043

CASH BOX INDIES CHART

1 ***IT GOES WITHOUT SAYING***
Tim Malchak-Alpine

2 ***SHOULDN'T IT BE EASIER THAN THIS***
Charley Pride-16th Avenue

3 ***BIG OLE TEARDROPS***
Ray Price-Step One

4 ***FIRST IN LINE***
Shurfire-Air

5 ***CODE OF HONOR***
Jerry Cooper-Bear

6 ***LOVE AIN'T MADE FOR FOOLS***
Kevin Pearce-Evergreen

7 ***HERE'S TO COUNTRY MUSIC***
Hank Thompson-Step One

8 ***CAROLINA BLUE***
The Hinson Brothers-Killer

9 ***I HEAR THE SOUTH***
Vassar Clements-Shikata

10 ***I WILL HOLD YOU***
Randy VanWarmer-16th Avenue

11 ***THAT'S NOT EXACTLY WHAT I HAD IN MIND***
Allen Pace-Art Pro

12 ***WE WERE LOVERS IN THE FIFTIES***
Johnny Travis-Tip

13 ***DEEPEST SHADE OF BLUE***
Gail Veach-Choice

14 ***IT'S QUITTIN' TIME***
Johnny Russell and Little David Wilkins - 16th Avenue

15 ***I CAN'T TAKE HER ANYWHERE***
Darrell Holt-Anoka

16 ***STRAIGHT FROM MY HEART***
To The Max-Track

17 ***I'LL KNOW THE GOOD TIMES***
Country Bill Nunley-Cannery

18 ***MUST BE LOVE***
Jubal-Starbrite

19 ***IF YOU WANT MY LOVE***
Maura Sullivan-Playback

20 ***OUT OF BEER***
Johnny Paycheck-Desperado Badlands

21 ***SHALLOW WATERS***
Tommy Sheer-Gallery II

22 ***FROM THE SWAMPS TO THE HEAVENS***
Bobby Yates-NSD

23 ***I'VE TRIED TO MAKE IT WITH YOU***
Wyatt Brothers-Wyatt

24 ***IN THE MORNING***
Johnny Vyers-NSD

25 ***COUNTRY HIGHWAYS***
C.W. Ferrari-Southern Sounds

26 ***I CAN'T HANG ON ANYMORE***
Dennis Payne-True

27 ***CALENDAR BLUES***
Jill Jordan-Maxx

28 ***I JUST CAN'T GET YOU OFF MY MIND***
Kenny Carr-Kottage

29 ***WE'RE GONNA LOVE TONIGHT***
Don Juan-Maxx

30 ***FEELIN' GOOD***
J.C. Weaver-WTM

NEW AND ACTIVE

TITLE–ARTIST (LABEL)	TOTAL ADDS
HOLIDAY IN SHOWERS – Ronnie Godfrey (Playback)	29
WHO EVER LOST YOU – Brian Bate (Country Pride)	28
HAPPY DAY – Avondale (Holton)	27
THE OTHER WOMAN – Ron Roberts (Rose King)	27
RAISED ON RADIO – Nina Wyatt (Charta)	24
YOU CAN'T HURT ME – Sarah (Hub)	21
CINDERELLA – Larry Lawman (Hey Ho)	20
BOOTS – Brenda Cole (Melody Dawn)	20
THE GOOD LIFE – Mike Shaw (Fifth Street)	13
EVERY TIME I HEAR THOSE SONGS – Norm Schaffer (DSP)	12
ME LETTING GO – Andy Lee Smith (Skyway)	12
HEARTSTAKES – Sandy Carpenter (ALH)	11
DON'T CALL US – Tuck Tuckfield (NSD)	11
GOD BLESS THIS CHILD – Gary Thomas (Round Robin)	10
ECHO ME – Margo Smith (Playback)	10
TAKE IT EASY ON MY HEART – Shadow (ALH)	10

SONGWRITER'S PAGE

TOP 30 NATIONAL CHART SONGS

RECORD RANK	WRITER(S)	TITLE-LABEL	ARTIST(S)
1	DON SCHLITZ, CRAIG BICKHARDT, BRENT MAHER	Turn It Loose-RCA/Curb	The Judds
2	H. HOWARD	Life Turned Her That Way-Columbia	Ricky Van Shelton
3	DAVID LOGGINS, J.D. MARTIN	Love Will Find It's Way To You-MCA	Reba McEntire
4	MICHAEL GARVIN, TOM SHAPIRO, BUCKY JONES	Touch And Go Crazy-MCA	Lee Greenwood
5	JOHN JARRARD, RICK GILES	Shouldn't It Be Easier Than This-16th Avenue	Charley Pride
6	EDDIE RABBITT, BILLY JOE WALKER, JR.	I Wanna Dance With You-RCA	Eddie Rabbitt
7	DEAN DILLON, REX HUSTON	Famous Last Words Of A Fool-MCA	George Strait
8	HOLLY DUNN, CHRIS WATERS	Strangers Again-MTM	Holly Dunn
9	DAVID BELLAMY, RON TAYLOR	Sante Fe-MCA/Curb	Bellamy Brothers
10	K.T. OSLIN	I'll Always Come Back-RCA	K.T. Oslin
11	WAYLON JENNINGS, ROGER MURRAH	If Ole Hank Could Only See Us Now-MCA	Waylon Jennings
12	CHARLIE BLACK, AUSTIN ROBERTS, BUZZ CASON	Timeless And True Love-Warner Bros.	The McCarters
13	BROWN, BOUTON, BURCH	The Last Resort-Capitol	T. Graham Brown
14	JOHN SCOTT SHERRILL, DON DEVANEY	Cry, Cry, Cry-Warner Bros.	Highway 101
15	R. CROWELL	It's Such A Small World-Columbia	Rodney Crowell and Rosanne Cash
16	GENE PISTILLI	Too Gone Too Long-Warner Bros.	Randy Travis
17	L. ALDERMAN, R. FAGAN, P. RYAN	Americana-Curb	Moe Bandy
18	HANK WILLIAMS, JR.	Young Country-Warner Bros./Curb	Hank Williams, Jr.
19	CONWAY TWITTY, JIM NANCE	It's Only Make Believe-Curb	Ronnie McDowell
20	VINCE GILL	Everybody's Sweetheart-RCA	Vince Gill
21	DENNIS LINDE	I'm Gonna Get You-RCA	Eddy Raven
22	LISA PALAS, JOHN JARRARD, MARK SANDERS	It Goes Without Saying-Alpine	Tim Malchak
23	W. MULLIS, M. GEIGER	This Missin' You Heart Of Mine-Capitol/Curb	Sawyer Brown
24	STEVE WARINER, GUY CLARK	Baby I'm Yours-MCA	Steve Wariner
25	DALLAS FRAZIER	If My Heart Had Windows-MCA	Patty Loveless
26	LYLE LOVETT	She's No Lady-MCA/Curb	Lyle Lovett
27	LEFTY FRIZZELL, BLACKIE CRAWFORD	Always Late With Your. . . -Reprise/W. B..	Dwight Yoakam
28	CRAIG BICKHARDT, MICHAEL BONAGURA	Wilder Days-RCA	Baillie And The Boys
29	BECKY FOSTER, JENNIFER KIMBALL, GREG PRESTOPINO	All Of This And More-Warner Bros.	Crystal Gayle/Gary Morris
30	K. REID	The Best I Know How-Mercury/Polygram	The Statler Brothers

TOP 20 INDIE LABEL NATIONAL CHART SONGS

1	LISA PALAS, JOHN JARRARD, MARK SANDERS	It Goes Without Saying-Alpine	Tim Malchak
2	JOHN JARRARD, RICK GILES	Shouldn't It Be Easier Than This-16th Avenue	Charley Pride
3	DAVE KIRBY, WARREN ROBB	Big Ole Teardrops-Step One	Ray Price
4	BUTCH BAKER, WADE KIRBY	First In Line-Air	Shurefire
5	S.C. ROSE	Code Of Honor-Bear	Jerry Cooper
6	TERRY SKINNER, J.L. WALLACE	Love Ain't Made For Fools-Evergreen	Kevin Pearce
7	HANK THOMPSON	Here's To Country Music-Step One	Hank Thompson
8	DANNY HINSON, DERWIN HINSON	Carolina Blue-Killer	The Hinson Brothers
9	R.C. BANNON, J. BETTIS	I Hear The South-Shikata	Vassar Clements
10	RANDY VANWARMER, ROGER MURRAH	I Will Hold You-16th Avenue	Randy VanWarmer
11	ALLEN PACE	That's Not Exactly What I Had In Mind-Art Pro	Allen Pace
12	J. TRAVIS	We Were Lovers In The Fifties-Tip	Johnny Travis
13	L. ALDERMAN, RICH FAGAN	Deepest Shade Of Blue-Choice	Gail Veach
14	RON HELLARD, MICHAEL GARVIN, BUCKY JONES	It's Quittin' Time-16th Avenue	Johnny Russell & Little David Wilkins
15	JOHN JARRARD, WALT ALDRIDGE	I Can't Take Her Anywhere-Anoka	Darrell Holt
16	A. ROBERTS, B. CASON	Straight From My Heart-Track	To The Max
17	DANNY MORRISON, SONNY BAILEY, TODD MORRISON	I'll Know The Good Times-Cannery	Country Bill Nunley
18	D. SALYER, B. McGUIRE	Must Be Love-Starbrite	Jubal
19	HAYNE DAVIS	If You Want My Love-Playback	Maura Sullivan
20	MIKE DARWIN, HOLLY DARWIN	Out Of Beer-Desperado Badlands	Johnny Paycheck

CREDITS

"There's No Gettin' Over Me"..Ronnie Milsap
"Angel In Your Arms"..Hot, B. Mandrell
"Holdin' Her and Lovin' You"..Earl Thomas Conley
"Once In A Blue Moon"..Earl Thomas Conley
"Half Past Forever"..T.G. Sheppard

RAPPIN' WITH THE WRITERS:

TOMMY BRASFIELD

Tommy Brasfield is one of Nashville's finest songwriters. His composition and the long list of awards he has garnered prove his writing talent. It's a talent which surfaced early for Tommy. He signed his first professional writing contract. with Rick Hall Music, at the age of eighteen. During his first year there, he got fifteen cuts on some great R & B artists. "However," Tommy says, "I always fancied myself as a country writer. I think the combination of country and R & B has been responsible for my bigger songs."

After 2 years with Rick Hall, Tommy went with Wishbone Productions, where he wrote his first gold single, "The Angel In Your Arms This Morning Is Gonna Be The Devil In Someone Else's Arms Tonight," first recorded by a group named Hot and, later, by Barbara Mandrell.

Tommy admits that he was very involved in other phases of the music business until he sat back and looked at where his income was coming from - writing. He returned to Rick Hall Music as GM of the publishing company and began co-writing with Walt Aldridge. The duo proved extremely successful. They wrote ASCAP's Most Performed Song in 1982..."There Ain't No Gettin' Over Me" by Ronnie Milsap. In 1983, they wrote the NSAI Song of the Year..."Holdin' Her and Lovin' You" by Earl Thomas Conley. In addition, they have written several #1 songs for various artists.

Tommy Brasfield has had his songs recorded by Barbara Mandrell, T.G. Sheppard, Millie Jackson, Barry Manilow, Ronnie Milsap, John Anderson, T. Graham Brown, The Bellamy Brothers, Earl Thomas Conley and Charley Pride just to name a few. He is currently signed with Opryland/Milene Music and is producing the new super group "Canyon" on 16th Avenue Records.

Joe Henderson

The Dollars And $ense Of Business Promotions – Part IX

by Roger Sharpe

One of the most difficult concepts for most location owners to accept is the notion that promotional activities do not have to be expensive, hard to manage, and, ultimately not worth the time and effort to administrate given all the other concerns that take place during a normal work day. Hopefully, what this series has attempted to do is to give some very specific suggestions for those programs that can be accomplished with very little expenditure of money or time; especially in terms of the potential returns on investment.

This time around the focus will be on the simplistic option of providing signage that can inform players of existing new games or those products which will be coming in the weeks ahead. Although this might not sound that earth-shaking, there are many arguments to be made for the power of publicizing equipment to your audience, instead of just letting them discover the latest addition on their own.

All too often, the choice of the industry in general is to let a game survive on its own with the burden placed on the players to provide the necessary word-of-mouth to help hype its existence. And though this normally works in practice, there are ways to help push along any and all machines so that your public does play them and make their own conclusions as to appropriate entertainment value.

However, when there is a row of machines – one next to the other – or banks of games filling center floor space; it's often difficult to discern what's new even if someone is a regular customer. All too often, in fact, many machines get lost in the crowd and suddenly become "old" before their time and with the price of new equipment today this is something that every location owner *doesn't* need to deal with along whith everything else.

Simply stated, in-store signage can be a very powerful tool in helping to "sell" games to your clientele no matter if you're situated in a mall, free-standing building or a street location where traffic is plentiful and earnings are up. The suggestion for any and all sites is to utilize existing materials from the manufacturers – those giveaways that so many of us pass on at every trade show; posters, flyers, bumper stickers and all the rest.

These items are valuable if you think of your business as a retail establishment or even a leisure time entertainment site. After all, how many of us look at the posters and screen stills in the movie theaters, the posters in travel agencies, signage that might be posted in banks, and the list goes on. Should a game room, family fun center or arcade be any different?

A poster or banner displayed in your window would have to attract attention, especially of those people passing by your front door and, if there are limitations as to what you can put up, how about a free standing floor easel or those old-fashioned sandwich boards to hold the posters you can get directly form the manufacturer or through your local distributor?

If your interior has any wall space by a change machine or some central desk where a store manager sits, what about displaying brochures of the games that are new, or those that are soon to arrive? They're colorful, eye-catching and whether it's for a pinball machine, video game or any other amusement machine, at least they provide some visual representation of the name of the game and some of its charactieristics that players are going to find appealing even if we tend to take these printed materials for granted.

There is one operator I know of who even goes so far as to put up a blackboard in his arcade with just a list of names of upcoming games for players to be on the look-out for. And after the AMOA, he usually tires to bring back some extra caps, key chains, t-shirts and other premium tiems that he then hands out to his more dedicated customers as a way of saying "thank you for your business".

It is this personalized attention that can mean so much to any bottom line return, and also be the extra step that can help promote machines you're counting on to pay the rent and bring back the biggest return on investment in the shortest amount of time. And the suggestions here are relatively inexpensive, if not free, for those who want to take a first step in attracting new players, keeping regulars happy and helping to make day-to-day operations that much more successful in what is rapidly becoming a much more intensively competitive environment given all of the other leisure time entertainment options most people have.

CASH BOX PROFILE

Grand Prix's Jan Smith

From the football field, to the route, with time in between to become a wife and mother. How many women in the coin-op industry had the unique experience of trying out for their highschool foorball team? If your answer is Jan Smith of Grand Prix in Dania, Florida, you are absolutely correct.

Of course, her name was Jan Coelho then. It was 1971 and she was about to enter her senior year at school. The opportunity came as the result of an assignment offered to her by sports editor Ed Plaisted of the Hollywood, Florida Sun-Tattler, which she unhesetatingly accepted as "super cool". Only it turned out to be "lukewarm"!

Jan's arrival for Monday practice was greeted with catcalls and plenty of kidding as she took her place on the field – the only girl among 100 Spartans! To everyone's surprise (including the coach) she was back a 3 pm that afternoon to go to work and prove that she was ready, willing and able to try anything the boys did and make whatever sacrifice was necessary – to get her newspaper story.

Jan had no idea of what a workout would entail, besides which there was the problem of understanding the "jibberish". Calisthenics took on a new meaning for her. Push-ups...ugh! It was a painful and yet rewarding experience which got her terrific story and also prompted her decision to forego the football field and settle for "yelling in the stands and baking brownies in the kitchen."

After college, Jan toyed with the idea of pursuing a career in journalism. She chose marriage instead and is the proud mother of Tiffany Ann, who is now 15 years old.

How did she happen to get into the coin-op industry? "After my divorce, I took a bartending job, mainly because the money was good and the hours allowed me time to spend at home," she replied. It was during this period that a job at Grand Prix bacame available and a friend of Jan's suggested that she apply for it.

Grand Prix operates arcades and street locations within the perimeters of Dania, Florida. One of their large game rooms houses over 300 pieces of coin-op equipment. Officially, Jan Smith is a secretary at Grand Prix but her responsibilities go beyond the steno pad and typewriter. On occasion she has done some route work, but the firm has a full staff for this function. Her main duties are focused on fame purchasing, reserach, distributor contact – and, as she said, there are many occasions when "my helmet comes in handy!"

Counterfeit Boards Seized In Washington

CHICAGO - U.S. Customs agents in Seattle, Washington seized 18 counterfeit printed circuit boards enroute from Canada to operators in the states of Washington, Oregon, Idaho and Montana, according to a report from AAMA.

Robert C. Fay, director in industry affairs and enforcement for the American Amusement Machine Association, stated that the customs seizures involved such games as Double Dragon and Rastan as well as other Taito, Capcom, Romstar and Data East products.

Fay said the counterfeit printed circuit boards were being shipped from R.J. Rose in Barrie, Ontario and also International Computer Sustems of Woodbridge, Ontario. He pointed out that these seizures were significant due to the fact that these boards were being shipped via the U.S. mail and noted that the U.S. Customs agents, in addition to monitoring the U.S. mail system as well.

Fay advised that the results of the seizures will be sent to the appropriate customs officers in the above states, adding that the northwest section of the U.S. is now a priority area for AAMA's enforcement activities.

CMMAA Calls Emergency Meeting

CHICAGO - In an all out effort to combat a prohibitive city ordinance, the Chicago Metropolitan Music & Amusement Association (CMMAA) convened on March 1, in an emergency session during which a twelve man committee was or plan strategy and inaugurate a Legal Defense Fund.

The ordinance in question, passed be the Chicago City Council in mid-February, prohibits anyone under the age of 17 from playing amusement machines between the hours of 8 am and 3 pm on days when public schools are open; and from playing the machines in establishments where retail alcoholic beverages are sold (Cash Box, 3/19/88).

The newly formed strategy committee is composed of members rep-

(Continued on page 2

Williams' 'Cyclone'

Here you see the latest entry form the hit pinmaker, Williams Electronics Games, Inc. It's called "Cyclone" and it offers the thrills and excitement of an amusement park combined with the accompaniment of an action packed playfield that abounds in skill shots and heated pinball play. It'll blow you away!

Players ride the shuttle train for a plunger skill shot value to 100,000 or enter the park through the gates to build the jackpot from 500,000 to four million to double scoring.

Then the surprises come, starting with what Williams calls the industry's first rotating ferris wheel tied to a big bonus value. There's also a spook house that spins the very first mystery wheel on the backglass for an extra ball, value, special, or nothing at all. The action continues to accelerate with two roller coasters (one with a possible value of one million points), a shooting gallery, ball toss and boomerang shot to create an atmosphere of adventure and fun for pinball players of all ages and skill levels.

As the factory recommends – take advantage of the Williams streak of good fortune and grab a ride on Cyclone!

The new model will be available through factory distributors. Further information may be obtained be contacting Williams Electronics Games, Inc. at 3401 N. California Ave., Chicago, IL 60618.

Favorable Ruling In Massachusetts On Sales Tax Collection Suit

CHICAGO - The number of favorable state court sales tax rulings concerning taxability of management fees and reimbursements paid by clients to foodservice and vending service contractors was increased last month when the Superior Court of Massachusetts decided that the state's revenue department could not collect sales tax on such payments.

"This extends the string of victories in such cases by NAMA and its members and we are delighted with the decision and the language used by the judge," declared NAMA government affairs director Richard W. Funk.

"King George III would have been proud of the (Revenue) Commissioner's efforts to assess and collect sales taxes on management fees and operating expense reimbursements received by the plaintiffs," stated Justice William C. O'Niel, Jr.

The court ruled in a suit brought by Dining Management Services, Inc. against the state's revenue department, according to Funk. Earlier the court had prohibited the state from assessing and collecting the tax while the suit was pending.

Funk said other favorable rulings were obtained in recent years in Connecticut, Iowa, New Jersey and Virginia.

AMOA Expects Big Turnout At Washington Conference

CHICAGO - The third annual AMOA Government Affairs Conference will take place May 15-17 at the Hyatt Regency Washington on Capitol Hill in Washington, D.C. and based on the progressive increase in attendance at this event over the past two years, the association anticipates a record turnout this year.

The business agenda will include workshops, along with special briefings on such pertinent topics as Jukebox Compulsory Licensing, the Berne Convention, Parallel Imports, proposed Dollar Coin Legislation and National Jukebox Month. Those attending will also learn about legislation and regulations affecting the coin-operated amusement, music and vending industry and how to approach, as well as work with, elected officials both in Washington and on the local level.

The cost for attending is $75 per family. AMOA has negotiated special air fares with American Airlines. Discounts may be obtained by calling American Arlines, between the hours of 7 am and 12 midnight, on Monday through Friday, at the toll free munber 800-433-1790. Specially discounted convention rates are available at Hyatt Regency Washington on Capitol Hill, with single rooms priced at $120, and doubles at $140.

A highlight of the program will be the AMOA Congressional Reception on Tuesday evening (17) celebrating the 100th Congress/AMOA Congressional Pinball Tournament. An optional three-hour cruise on the Potomac aboard "The Spirit of Washington" is also being offered at a cost of $35 per person.

The Conference will also provide the opportunity for individual Congressional visits which are being arranged through AMOA's Washington office.

Further information may be obtained by contacting Amusement & Music operators Association, 1101 Connecticut Ave., N.W., Suite 700, Washington, D.C. 20036 or phoning the Conference office at 202-857-1138.

17 YEARS AGO IN CASH BOX

Midway Mfg. Co. announced delivery of **"Stunt Pilot"**, a new flying target fame featuring a dual control panel... A **Cash Box** editorial urges ops to tighten up on security in view of an F.B.I. report that said alsost 50,000 "vending machines" were broken into (in 1969) resulting in a loss to operators of $4.9 million in collections and repair bills. Additionally, a recent Washington survey of cities with the highest crime rates listed Detroit, Washington, Baltimore and New York as the top four in crimes reported...**Bally** begins shipping **"Firecracker"**, its new 4-player flipper which boasts an exciting "spin-a-score" pinwheel... **Rowe** inaugurates a milk program for the needy via an agreement with a newly formed Mexican company to manufacture automatic bulk vending units that dispense milk 24 hours a day at a cost of less than 10 cents a quart...**Universal Products** of Jefferson City, MO unveiled a new target game called **"The Stripper"**, which electronically strips the clothes from a girl's photograph according to the sharpshooting skills of the player... Amoung current singles being programmed on the nation's jukeboxes are "Joy To The World" by Three Dog Night; "Me And Bobby McGee" by Janis Joplin; "Love Story" by Andy Williams; "When There's No You" by Engelbert Humperdinck; and "I Am...I Said" by Neil Diamond... **MOA** holds its annual mid-year board neeting in Washington, and a main topic of concern is a proposed amendment to the 1967 copyright bill which could tack on additional fees to the current $8 per box per year figure... **"Solids 'N Stripes"** is the current **Williams** pinball machine, combining the classic coin games of pinball and 8-ball billiards... **Mayville Metal Products Co.** of Mayville, Wisconsin forms a new vending division and announces the appointment of **Pete Petropoulos**as vice president of sales and narketing for the new division... **Chicago Dynamic Industries** releases two new pieces – **"Mardi Gras"**, a six-player automatic bowling game, and "**Big Flipper**, a two-player pingame... The trade is shocked by the recent death of **Sam London**, founder of S.L. London M usic (Milwaukee), who suffered a fatal heart attack at the age of 65. Mr. London, who went into semi-retirement four years ago. was residing in St. Croix, Virgin Islands at the time of his death.

CMMAA *(from page 28)*

resenting the manufacturing, distributing and operating levels of the coin-op industry and will function as part of CMMAA, overseeing the compaign and serving as trustee over income and expenditures.

The committee has retained legal counsel and staff assistance in this effort. Papers are now being drafted to file a lawsuit to prevent enforcement and/or declare the new ordinance unconstitutional.

Right now, the group is seeking financial assistance from all levels of the trade, in the Chicago area. A follow-up citywide meeting was scheduled for March 15.

Coinco Names Product Manager For Compactvendor

CHICAGO – Ron Manne has been appointed product manager for Coinco's Compactvendor, according to an announcement from Jim Douglass, vice president-marketing of Coin Acceptors, Inc.

In his new position, Manne will be responsible for the promotion and marketing of the company's minivendor, and will report directly to the vice president of marketing.

For the past nine years, Manne has held the position of branch manager of Coin Accpetors' Cincinnati branch service group, covering the markets of Ohio, Kentucky and Indiana. Prior to that he was a sales representative for Coinco in the Chicago area. Manne has been with the Coinco organization for fifteen years.

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Count every word including all words in firm name. Numbers in address count as one word. Minimum as accepted $10.00. CASH or CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with your order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE – $203 Classified Advertisers (Outside USA add $78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at a rate of 35¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach the Los Angeles publication office. 6363 Sunset Blvd., Los Angeles, CA 90028 by Tuesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close TUESDAY

COIN MACHINES

FOR SALE: DUNK SHOT $1295, EMPIRE STRIKES BACK $545, LOCK ON Sit Down $1795, THE REAL GHOST BUSTER $1495, LAST MISSION $745, DANGER ZONE $1695, TOP SECRET Sit Down $895, BOOT CAMP $995, DARK ADVENTURE $1395, TIC TAC TRIVIA Upright $645, DEMOLITION DERBY 4 Ply $495, STREET FOOTBALL $595, QUARTET 4 PLR $995, MAJOR LEAGUE $695, BLACK TIGER $1095, 1942 Sit Down $695, SKY SHARK Sit Down $795, WORLD CUP $745, VICTORY ROAD $1195, JUNGLE KING $395, PARTY ANIMAL $1295, DUNGEON & DRAGONS $1595, HEAVY METAL $1495, SPRING BREAK $795, F-14 TOM CAT $1295, SUPER FLIPP $395, CHIEFTAIN TANK $1495, THUNDER HORSE $1195, TREASURE ISLAND 4 PLR ROTARY PUSHER $1495, SPIN-OUT I SINGLE PLR $1495, SPIN-OUT II TWO PLR ROTARY PUSHER $1795. **CALL OR WRITE NEW ORLEANS NOVELTY CO.**, 3030 NO. ARNOULT ROAD, METAIRIE, LOUISIANA 70002 TELE: (504) 888-3500.

• • •

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WANTED

Old Gumball and Peanut Vending Machines, and parts. Send description and price to Don Reedy 251 W. Patrick St., Frederick, MD 21701

• • •

SEEBURG Jukeboxes and Used Amusement Games for Sale. Old Style Electro-Mechanical Pin Balls available. Videos, Shuffle Alleys and your specific requests are our Command. JUKEMUSIK and Games, Box 262, Hanover, Pennsylvania 17331 – Telephone (717) 632-7205.

DISTRIBUTORS/OPERATORS for Canadian made coin operated Counter Top Games and Electronic Scales. High quality and profit. Low cost direct from manufacturer. Contact ASTRO VISION INC., 145-9 Bentley Ave., Nepean, Ont., Canada K2E 6T7, Tel: (613) 226-7515.

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• • •

Payphones $65 as extensions. Add kit to require coins $98. Requiring coins with free 911, timed calls or not, genuinely FCC registered $295 one ($325 quantity). Expecting soon long-distance touch-call under $400. Since '82 custom circuit board manufacturers for other payphone makers. Call 608-582-4124.

• • •

HENRY ADAMS AMUSEMENT COMPANY, 1317 South 1st Street, Temple, TX 76501 – Phone (817) 778-4211. I want to buy Merit Pit Boss and Merit Triv-Whiz (sex) counter (bartop) games.

• • •

DYNAMO POOL TABLES 4x8-$1,000 each 1/3 deposit & balance C.O.D. I want to buy 22 Crownline Cig Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501.

• • •

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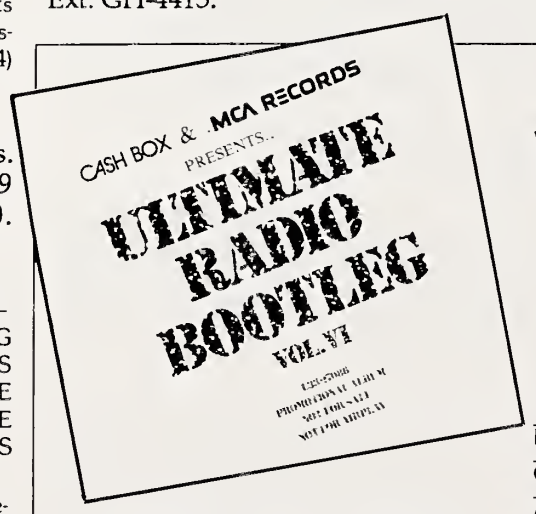

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